

# INTERIM REPORT

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## City of San Jose Police and Fire Department Retirement Plan

Private Markets Program  
March 31, 2019

P U B L I C



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## Total Private Markets

As of March 31, 2019

	Inception Year	Committed Capital (\$ mm)	Market Value (\$ mm)	Total Contributions (\$ mm)	Total Distributions (\$ mm)	Total Value Multiple (x)	Net IRR <sup>1</sup> (%)
<b>Total Alternatives Account<sup>2</sup></b>		<b>1,346.9</b>	<b>510.1</b>	<b>917.4</b>	<b>653.3</b>	<b>1.3</b>	<b>8.1</b>
Legacy Private Equity <sup>2</sup>	2005	361.2	181.7	300.4	259.3	1.5	9.2
NB Fund of One <sup>2</sup>	2017	200.6	36.9	32.7	0.0	1.1	18.8
Private Debt	2010	497.5	194.7	457.5	332.0	1.2	5.5
Real Estate	2007	216.2	88.7	123.1	71.8	1.3	13.9
Real Assets	2016	46.0	33.3	32.6	3.7	1.1	11.8

<sup>1</sup> Does not include NB Fund-of-One performance.<sup>2</sup> Private Equity and Fund of One underlying data was provided by Neuberger Berman and does not include commitment amounts at this time.

## **Private Debt Program**

As of March 31, 2019, the San Jose Police and Fire Department Retirement Plan had committed \$497.5 million to ten private debt partnerships and one separately managed co-investment. The reported fair value of the aggregate Private Debt Program was \$194.7 million at March 31, 2019, which equates to 5.4% of the overall Retirement Plan, versus a 4.0% policy target.

Aggregate Private Debt Program <sup>1</sup>	
<b>Number of Partnerships</b>	11
<b>Committed Capital<sup>2</sup></b>	\$497.5 million
<b>Capital Called<sup>3</sup></b>	\$457.5 million
<b>Distributions</b>	\$332.0 million
<b>Reported Value</b>	\$194.7 million
<b>Total Value Multiple</b>	1.2x
<b>Net IRR</b>	5.5%

<sup>1</sup> Throughout this report, numbers may not sum due to rounding.

<sup>2</sup> Some partnership commitments were made in foreign currency. This total reflects committed capital in U.S. dollars, adjusted for foreign currency exchange rates, as of the report date.

<sup>3</sup> In certain instances, total contributions may exceed the commitment, as a Partnership may reserve the right to recycle capital and/or recall distributions depending upon the terms of its Limited Partnership Agreement.

**During the first quarter of 2019, \$17.7 million in contributions was called from the Retirement Plan.**

- Octagon CLO Opportunity Fund III called \$10.0 million.
- Cross Ocean USD ESS Fund II called \$7.5 million. During the quarter, the partnership invested in two existing debt positions.

**An aggregate \$3.1 million in distributions were received by the Retirement Plan during the first quarter of 2019.**

- Cross Ocean USD ESS Fund I distributed \$1.7 million during the quarter.
- Park Square Capital Credit Opportunities II distributed \$0.6 million. During the quarter, 24 investments were partially or fully realized.
- Shoreline China Value III distributed \$0.5 million.
- Cross Ocean USD ESS Fund II distributed \$0.3 million of income.

**The Retirement Plan made no new commitments during the first quarter of 2019.**

As of August 15, 2019



- White box: Current investment.
- Green box: Investment made subsequent to quarter end and, as such, is not included in any other section of this report.
- Grey box: Liquidated investment.

## Aggregate Program Performance Summary

Investment Strategy	Capital Committed (\$ mm)	Total Contributions Paid to Date <sup>1,2</sup> (\$ mm)	Unfunded Commitment <sup>3</sup> (\$ mm)	Total Distributions Received to Date <sup>4</sup> (\$ mm)	Reported Fair Value (\$ mm)	Reported Fair Value Plus Distributions (\$ mm)	Net IRR <sup>5</sup> (%)	Inv. Multiple <sup>6</sup> (x)	Benchmark Net IRR <sup>7</sup> (%)	Benchmark Net Multiple <sup>7</sup> (%)
<b>Total Program<sup>8</sup></b>	<b>497.5</b>	<b>457.5</b>	<b>89.0</b>	<b>332.0</b>	<b>194.7</b>	<b>526.7</b>	<b>5.5</b>	<b>1.2</b>	<b>NA</b>	<b>NA</b>
<b>Vintage Year 2010</b>	<b>150.0</b>	<b>184.6</b>	<b>5.8</b>	<b>165.6</b>	<b>44.7</b>	<b>210.3</b>	<b>4.2</b>	<b>1.1</b>	<b>10.0</b>	<b>1.4</b>
GSO SJ Partners	Private Debt	50.0	44.2	5.8	46.5	8.4	54.9	7.4	1.2	1.4
Medley Opportunity Fund II, L.P.	Private Debt	50.0	55.1	0.0	40.6	24.2	64.8	3.7	1.2	1.4
White Oak Direct Lending	Private Debt	50.0	85.2	0.0	78.6	12.1	90.6	2.5	1.1	1.4
<b>Vintage Year 2011</b>	<b>25.0</b>	<b>25.0</b>	<b>0.0</b>	<b>28.7</b>	<b>2.1</b>	<b>30.7</b>	<b>8.4</b>	<b>1.2</b>	<b>9.1</b>	<b>1.4</b>
Marathon European Credit Opportunity Fund SPC	Private Debt	25.0	25.0	0.0	28.7	2.1	30.7	8.4	1.2	1.4
<b>Vintage Year 2013</b>	<b>140.0</b>	<b>120.8</b>	<b>25.2</b>	<b>91.6</b>	<b>50.5</b>	<b>142.1</b>	<b>6.0</b>	<b>1.2</b>	<b>7.3</b>	<b>1.2</b>
Cross Ocean USD ESS Fund I, L.P.	Private Debt	90.0	76.0	14.0	83.6	6.6	90.2	6.8	1.2	1.2
Park Square Capital Credit Opportunities II	Private Debt	50.0	44.8	11.2	8.0	43.9	51.9	4.7	1.2	1.2
<b>Vintage Year 2014</b>	<b>22.5</b>	<b>22.1</b>	<b>1.3</b>	<b>12.8</b>	<b>13.0</b>	<b>25.8</b>	<b>5.8</b>	<b>1.2</b>	<b>8.5</b>	<b>1.3</b>
Shoreline China Value III, L.P.	Private Debt	22.5	22.1	1.3	12.8	13.0	25.8	5.8	1.2	1.3
<b>Vintage Year 2015</b>	<b>25.0</b>	<b>25.0</b>	<b>0.0</b>	<b>28.5</b>	<b>0.0</b>	<b>28.5</b>	<b>11.3</b>	<b>1.1</b>	<b>9.5</b>	<b>1.2</b>
Octagon CLO Debt Fund II (US)	Private Debt	25.0	25.0	0.0	28.5	0.0	28.5	11.3	1.1	1.2
<b>Vintage Year 2016</b>	<b>75.0</b>	<b>60.0</b>	<b>16.8</b>	<b>3.8</b>	<b>64.0</b>	<b>67.8</b>	<b>8.2</b>	<b>1.1</b>	<b>8.4</b>	<b>1.1</b>
Cross Ocean USD ESS Fund II, L.P.	Private Debt	75.0	60.0	16.8	3.8	64.0	67.8	8.2	1.1	1.1
<b>Vintage Year 2017</b>	<b>10.0</b>	<b>10.0</b>	<b>0.0</b>	<b>1.0</b>	<b>10.3</b>	<b>11.3</b>	<b>NM</b>	<b>1.1</b>	<b>NM</b>	<b>NM</b>
ArrowMark Partners Separate Account	Private Debt	10.0	10.0	0.0	1.0	10.3	11.3	NM	1.1	NM

<sup>1</sup> In certain instances, Total Contributions Paid to Date may exceed Capital Committed as certain partnerships may call fees outside of commitment and most partnerships reserve a limited right to recycle capital and/or recall distributions.

<sup>2</sup> Total Contributions include management fees paid outside of capital commitment.

<sup>3</sup> Unfunded Commitment amounts are an approximation due to the inclusion of recyclable distributions.

<sup>4</sup> Distributions may include capital that was recycled back into the Partnership.

<sup>5</sup> The Net IRR calculation was performed by Meketa Investment Group. Total Program, Partnership, and Vintage Year IRRs are net of fees, expenses, and carried interest for each partnership.

<sup>6</sup> The Inv. Multiple calculation was performed by Meketa Investment Group. Total Program, Partnership, and Vintage Year Inv. Multiples are net of partnership fees.

<sup>7</sup> Benchmark drawn from Cambridge Associates | Credit Opportunities, Average.

<sup>8</sup> "NM" indicates that a fund is early in its investment period; therefore, the return is not yet meaningful. A not meaningful return is generated by funds with less than 24 months of activity.



Aggregate Program Performance Summary

		Capital	Total	Unfunded	Total	Reported	Reported		Inv.	Benchmark	Benchmark
	Investment	Committed	Contributions	Commitment <sup>3</sup>	Distributions	Fair	Fair Value	Net	Multiple <sup>6</sup>	Net	Net
	Strategy	(\$ mm)	Paid to Date <sup>1,2</sup>	(\$ mm)	to Date <sup>4</sup>	Value	Plus Distributions	IRR <sup>5</sup>	(x)	IRR <sup>7</sup>	Multiple <sup>7</sup>
			(\$ mm)		(\$ mm)	(\$ mm)	(\$ mm)	(%)		(%)	(%)
Vintage Year 2018		50.0	10.0	40.0	0.0	10.1	10.1	NM	1.0	NM	NM
Octagon CLO Opportunity Fund III, L.P.	Private Debt	50.0	10.0	40.0	0.0	10.1	10.1	NM	1.0	NM	NM

The IRR (internal rate of return) and investment multiple are the most meaningful measures of performance for a private equity fund. IRR measures how assets are performing in relation to time. Investment multiple shows the cash on cash return generated on the invested capital by the underlying assets.

The total program net IRR remained unchanged during the first quarter at 5.5%. The fair market value of the total program increased by \$1.7 million, or 0.9%, after adjusting for capital calls and distributions during the quarter. The net portfolio valuation was driven by increases in the valuations of Park Square Capital Credit Opportunities II (\$1.9 million or 4.6%) and White Oak Direct Lending (\$1.2 million or 11.2%), which were partially offset by decreases in the valuations of Medley Opportunity Fund II (-\$0.9 million or -3.4%) and Cross Ocean USD ESS Fund I (- \$0.6 million or -7.4%).

## **Real Estate Program**

As of March 31, 2019, the Plan had committed \$216.2 million to 13 real estate funds. The total reported fair value of the Real Estate Program's investments was \$88.7 million at March 31, 2019, which equates to 2.5% of the overall Retirement Plan, versus a 3.0% policy target.

Aggregate Real Estate Program <sup>1,2</sup>	
<b>Number of Partnerships</b>	13
<b>Committed Capital<sup>3</sup></b>	\$216.2 million
<b>Capital Called</b>	\$123.1 million
<b>Distributions</b>	\$71.8 million
<b>Reported Value</b>	\$88.7 million
<b>Total Value Multiple</b>	1.3x
<b>Net IRR</b>	13.9%

<sup>1</sup> Throughout this report, numbers may not sum due to rounding.

<sup>2</sup> Aggregate Real Estate Program excludes two open end vehicles: American Core Realty Fund (\$56.0 million in unrealized value as of 3/31/19), and the American Core Realty Separate Account (fully liquidated).

<sup>3</sup> Some partnership commitments were made in foreign currency. This total reflects committed capital in U.S. dollars, adjusted for foreign currency exchange rates, as of the report date.

**In aggregate, \$5.4 million was called from the Retirement Plan during the first quarter of 2019 by the underlying partnerships.**

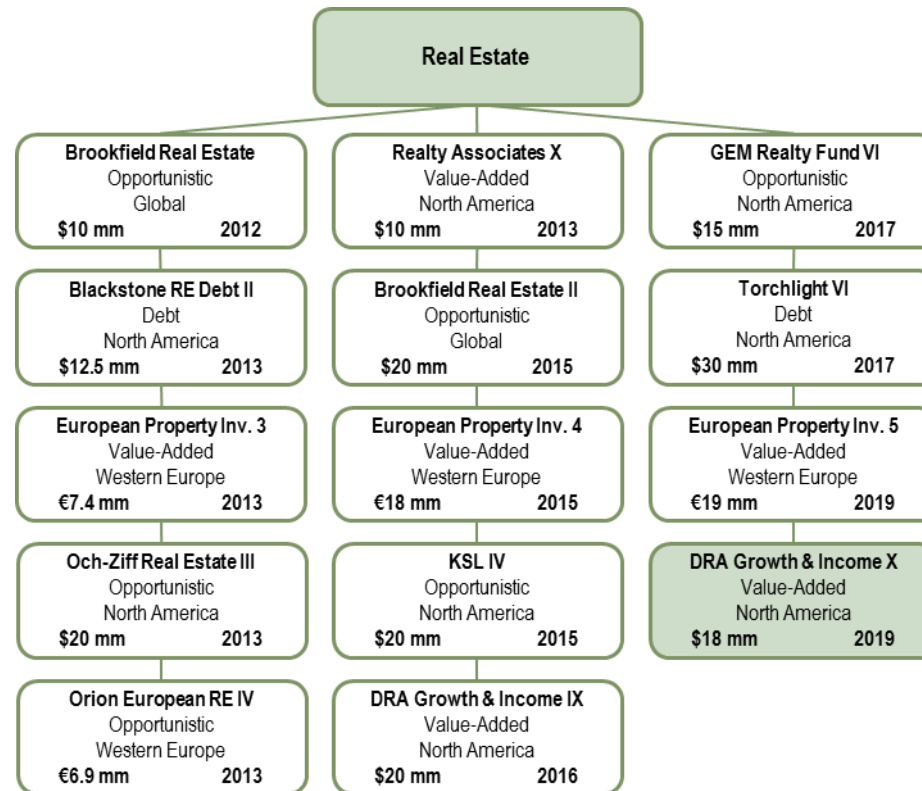
- KSL Capital Partners IV called \$3.0 million during the quarter primarily to fund three underlying investments.
- DRA Growth and Income Fund IX called \$1.1 million primarily to pay down the partnership's credit facility for the acquisitions of five underlying partnerships.
- Orion European Real Estate Fund IV called \$0.6 million primarily to fund investments in three underlying partnerships.

**The Retirement Plan received an aggregate of \$5.1 million in distributions during the first quarter of 2019 from its underlying partnerships.**

- European Property Investors Special Opportunities 3 distributed \$1.0 million, primarily from three underlying investments.
- Brookfield Strategic Real Estate Partners II distributed \$0.9 million primarily from three underlying investments.
- Och-Ziff Real Estate Fund III distributed \$0.7 million primarily from two underlying investments.

**The Retirement Plan did not make any new commitments during the first quarter of 2019.**

As of August 15, 2019



- White box: Current investment.
- Green box: Investment made subsequent to quarter end and, as such, is not included in any other section of this report.

## Aggregate Program Performance Summary

		Total				Reported		Reported			
		Capital	Contributions	Unfunded	Distributions	Reported	Fair Value	Benchmark			
		Committed	Paid to Date <sup>1</sup>	Commitment <sup>2</sup>	Received	Fair	Plus	Net	Inv.	Net	Net
Investment Strategy		(\$ mm)	(\$ mm)	(\$ mm)	to Date (\$ mm)	Value (\$ mm)	Distributions (\$ mm)	IRR <sup>3</sup> (%)	Multiple <sup>4</sup> (x)	IRR <sup>5</sup> (%)	Multiple <sup>5</sup> (x)
Total Program <sup>6</sup>		216.2	123.1	99.5	71.8	88.7	160.5	13.9	1.3	NA	NA
Vintage Year 2012		10.0	11.5	0.2	14.6	7.3	21.9	20.7	1.9	12.0	1.5
Brookfield Strategic Real Estate Partners	Opportunistic	10.0	11.5	0.2	14.6	7.3	21.9	20.7	1.9	12.0	1.5
Vintage Year 2013		59.5	49.2	13.7	44.4	21.3	65.6	12.3	1.3	11.3	1.4
Blackstone Real Estate Debt Strategies II	Debt	12.5	12.8	0.0	14.4	0.4	14.8	9.2	1.2	11.3	1.4
European Property Investors Special Opportunities 3, L.P. <sup>7</sup>	Value-Added	8.8	8.6	0.1	6.6	4.7	11.3	10.1	1.3	11.3	1.4
Och-Ziff Real Estate Fund III	Opportunistic	20.0	11.2	10.2	9.4	7.6	17.0	24.5	1.5	11.3	1.4
Orion European Real Estate Fund IV, C.V. <sup>8</sup>	Opportunistic	8.2	6.6	3.3	3.9	3.2	7.1	2.6	1.1	11.3	1.4
Realty Associates Fund X, L.P., The	Value-Added	10.0	10.0	0.0	10.2	5.4	15.6	12.7	1.6	11.3	1.4
Vintage Year 2015		60.3	46.3	14.1	8.3	46.6	54.9	12.0	1.2	11.4	1.3
Brookfield Strategic Real Estate Partners II	Opportunistic	20.0	16.6	3.4	3.2	17.1	20.3	11.2	1.2	11.4	1.3
European Property Investors Special Opportunities 4, L.P. <sup>9</sup>	Value-Added	20.3	14.1	6.2	0.8	15.5	16.2	9.5	1.1	11.4	1.3
KSL Capital Partners IV, L.P.	Opportunistic	20.0	15.5	4.5	4.3	14.1	18.4	16.8	1.2	11.4	1.3
Vintage Year 2016		20.0	11.9	9.5	3.0	11.0	14.0	16.7	1.2	11.8	1.2
DRA Growth and Income Fund IX, LLC	Value-Added	20.0	11.9	9.5	3.0	11.0	14.0	16.7	1.2	11.8	1.2
Vintage Year 2017		45.0	4.0	41.0	1.6	2.4	4.0	NM	1.0	NM	NM

<sup>1</sup> In certain instances, Total Contributions Paid to Date may exceed Capital Committed as certain partnerships may call fees outside of commitment and most partnerships reserve a limited right to recycle capital and/or recall distributions.

<sup>2</sup> Unfunded Commitment amounts are an approximation due to the inclusion of recyclable distributions.

<sup>3</sup> The Net IRR calculation was performed by Meketa Investment Group. Total Program, Partnership, and Vintage Year IRRs are net of fees, expenses, and carried interest for each partnership.

<sup>4</sup> The Inv. Multiple calculation was performed by Meketa Investment Group. Total Program, Partnership, and Vintage Year Inv. Multiples are net of partnership fees.

<sup>5</sup> Real Estate benchmarks drawn from Cambridge Associates | Real Estate, Average.

<sup>6</sup> "NM" indicates that a fund is early in its investment period; therefore, the return is not yet meaningful. A not meaningful return is generated by funds with less than 24 months of activity.

<sup>7</sup> In 2013, €7.4 million was committed to the Partnership. The \$8.8 million is an estimated amount based on the contributed capital and unfunded commitment as of 3/31/19.

<sup>8</sup> In 2015, €6.9 million was committed to the Partnership. The \$8.2 million is an estimated amount based on the contributed capital and unfunded commitment as of 3/31/19.

<sup>9</sup> In 2015, €18.0 million was committed to the Partnership. The \$20.3 million is an estimated amount based on the contributed capital and unfunded commitment as of 3/31/19.

## Aggregate Program Performance Summary

		Capital	Total	Unfunded	Total	Reported	Reported			Benchmark	Benchmark
	Investment	Committed	Contributions	Commitment <sup>2</sup>	Distributions	Fair	Fair Value	Net	Inv.	Net	Net
	Strategy	(\$ mm)	Paid to Date <sup>1</sup>	(\$ mm)	to Date	Value	Plus	IRR <sup>3</sup>	Multiple <sup>4</sup>	IRR <sup>5</sup>	Multiple <sup>5</sup>
			(\$ mm)		(\$ mm)	(\$ mm)	(\$ mm)	(%)	(x)	(%)	(x)
GEM Realty Fund VI, L.P.	Value-Added	15.0	1.7	13.3	0.9	0.8	1.7	NM	1.0	NM	NM
Torchlight Debt Opportunity Fund VI, L.P.	Debt	30.0	2.3	27.7	0.7	1.6	2.2	NM	1.0	NM	NM
<b>Vintage Year 2019</b>		<b>21.3</b>	<b>0.2</b>	<b>21.1</b>	<b>0.0</b>	<b>0.1</b>	<b>0.1</b>	<b>NM</b>	<b>0.3</b>	<b>NM</b>	<b>NM</b>
European Property Investors Special Opportunities 5, L.P. <sup>10</sup>	Value-Added	21.3	0.2	21.1	0.0	0.1	0.1	NM	0.3	NM	NM

<sup>10</sup> In 2018, £19.0 million was committed to the Partnership. The \$21.3 million is an estimated amount based on the contributed capital and unfunded commitment as of 3/31/19.



The IRR (internal rate of return) and investment multiple are the most meaningful measures of performance for a private equity fund. IRR measures how assets are performing in relation to time. Investment multiple shows the cash on cash return generated on the invested capital by the underlying assets.

The Total Real Estate Program<sup>1</sup> net IRR was reduced by 40 basis points from 14.3% to 13.9% during the first quarter.<sup>2</sup> The reported fair value of the Real Estate Program increased by \$1.5 million, or 2.1%, after adjusting for capital calls and distributions during the quarter. Performance was driven primarily by an increase in the valuations of Brookfield Strategic Real Estate Partners (\$0.6 million or 3.6%), KSL Capital Partners IV (\$0.3 million or 2.6%), The Realty Associates Fund X (\$0.3 million or 5.5%), and DRA Growth and Income Fund IX (\$0.3 million or 2.6%).

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<sup>1</sup> Total Real Estate Program includes all closed-end funds in the real estate program.

<sup>2</sup> May not sum due to rounding.



## **Real Assets Program**

As of March 31, 2019, the Plan had committed \$46.0 million to three real assets funds. The total reported fair value of real assets investments was \$33.3 million at March 31, 2019, which equates to 0.9% of the overall Retirement Plan, versus a 3.0% policy target.

Aggregate Real Assets Program <sup>1</sup>	
<b>Number of Partnerships</b>	3
<b>Committed Capital<sup>2</sup></b>	\$46.0 million
<b>Capital Called<sup>3</sup></b>	\$32.6 million
<b>Distributions</b>	\$3.7 million
<b>Reported Value</b>	\$33.3 million
<b>Total Value Multiple</b>	1.1x
<b>Net IRR</b>	11.8%

<sup>1</sup> Throughout this report, numbers may not sum due to rounding.

<sup>2</sup> Some partnership commitments were made in foreign currency. This total reflects committed capital in U.S. dollars, adjusted for foreign currency exchange rates, as of the report date.

<sup>3</sup> In certain instances, total contributions may exceed the commitment, as a Partnership may reserve the right to recycle capital and/or recall distributions depending upon the terms of its Limited Partnership Agreement.

**In aggregate, \$2.1 million was called from the Retirement Plan during the first quarter of 2019 by the underlying partnerships.**

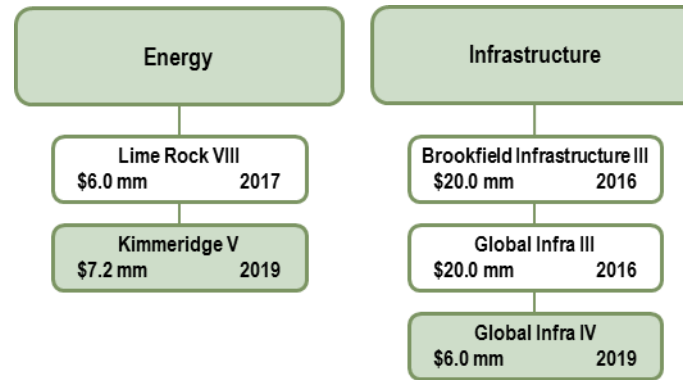
- Brookfield Infrastructure Fund III called \$1.1 million to fund underlying investments.
- Global Infrastructure Partners III called \$0.9 million primarily to fund an investment in one underlying investment.

**The Retirement Plan received an aggregate of \$0.7 million in distributions during the first quarter of 2019 from its underlying partnerships.**

- Global Infrastructure Partners III distributed \$0.7 million primarily from the Fund's investment in one underlying investment.

**The Retirement Plan did not make any new commitments during the first quarter of 2019.**

As of August 15, 2019



- White box: Current investment.
- Green box: Investment made subsequent to quarter end and, as such, is not included in any other section of this report.

## Aggregate Program Performance Summary

	Investment Strategy	Capital Committed (\$ mm)	Total Contributions Paid to Date <sup>1</sup> (\$ mm)	Unfunded Commitment <sup>2</sup> (\$ mm)	Total Distributions Received to Date (\$ mm)	Reported Fair Value (\$ mm)	Reported Plus Distributions (\$ mm)	Net IRR <sup>3</sup> (%)	Inv. Multiple <sup>4</sup> (x)	Benchmark	Benchmark
										Net IRR <sup>5</sup> (%)	Net Multiple <sup>5</sup> (x)
Total Program <sup>6</sup>		46.0	32.6	13.7	3.7	33.3	37.1	11.8	1.1	NA	NA
Vintage Year 2016		40.0	29.0	11.2	3.7	29.7	33.4	12.0	1.2	10.1	1.2
	Brookfield Infrastructure Fund III, L.P.	Infrastructure	20.0	13.4	6.6	2.3	13.9	16.0	1.2	10.1	1.2
	Global Infrastructure Partners III, L.P.	Infrastructure	20.0	15.6	4.6	1.4	15.8	8.3	1.1	10.1	1.2
Vintage Year 2017		6.0	3.6	2.4	0.0	3.7	3.7	NM	1.0	NM	NM
	Lime Rock Partners VIII, L.P.	Energy	6.0	3.6	2.4	0.0	3.7	NM	1.0	NM	NM

<sup>1</sup> In certain instances, Total Contributions Paid to Date may exceed Capital Committed as certain partnerships may call fees outside of commitment and most partnerships reserve a limited right to recycle capital and/or recall distributions.

<sup>2</sup> Unfunded Commitment amounts are an approximation due to the inclusion of recallable distributions.

<sup>3</sup> The Net IRR calculation was performed by Meketa Investment Group. Total Program, Partnership, and Vintage Year IRRs are net of fees, expenses, and carried interest for each partnership.

<sup>4</sup> The Inv. Multiple calculation was performed by Meketa Investment Group. Total Program, Partnership, and Vintage Year Inv. Multiples are net of partnership fees.

<sup>5</sup> Benchmark drawn from Cambridge Associates | Infrastructure, Average.

<sup>6</sup> "NM" indicates that a fund is early in its investment period; therefore, the return is not yet meaningful. A not meaningful return is generated by funds with less than 24 months of activity.

The IRR (internal rate of return) and investment multiple are the most meaningful measures of performance for a private real assets fund. IRR measures how assets are performing in relation to time. Investment multiple shows the cash on cash return generated on the invested capital by the underlying assets.

The Real Assets Program is at an early stage in its development and as such, the net IRR of the Program has been listed as “Not Meaningful” across this report. The reported fair value of the Real Asset Program increased by \$2.7 million, or 9.0%, after adjusting for capital calls and distributions during the first quarter of 2019. The improved performance was driven by the valuation increase of Global Infrastructure Partners III (\$1.5 million or 10.5%) in addition to valuation increases of the Program’s two other partnerships: Brookfield Infrastructure Fund III (\$0.7 million or 5.3%) and Lime Rock Partners VIII (\$0.5 million or 17.1%).

## Appendices



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If we manage your assets on a discretionary basis, please contact us if there are any changes in your financial situation or investment objectives, or if you want to impose any reasonable restrictions on our management of your account or reasonably modify existing restrictions.

In general, the valuation numbers presented in this report are prepared by the custodian bank for listed securities, and by the fund manager or appropriate General Partner in the case of unlisted securities. The data used in the market comparison sections of this report are sourced from various databases. These data are continuously updated and are subject to change.

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.

This document may contain certain forward-looking statements, forecasts, estimates, projections, and opinions ("Forward Statements"). No representation is made or will be made that any Forward Statements will be achieved or will prove to be correct. A number of factors, in addition to any risk factors stated in this material, could cause actual future results to vary materially from the Forward Statements. No representation is given that the assumptions disclosed in this document upon which Forward Statements may be based are reasonable. There can be no assurance that the investment strategy or objective of any fund or investment will be achieved, or that the client will receive a return of the amount invested.

In some cases Meketa Investment Group assists the client in handling capital calls or asset transfers among investment managers. In these cases we do not make any representations as to the managers' use of the funds, but do confirm that the capital called or transferred is within the amounts authorized by the client.

The values of companies and partnerships in this review are based on unaudited reports for March 31, 2019, provided by the General Partners, unless otherwise noted.

Because there is no readily accessible market for private markets assets (companies and partnerships), the values placed on private markets assets are calculated by General Partners using conservative and industry standard pricing procedures. Annually, an independent auditor reviews the pricing procedures employed by the General Partner of each partnership.

While all private markets partnerships are audited by an independent entity, there is some discretion as to the method employed to price private companies and, therefore, private markets partnerships. At all times, Meketa Investment Group expects General Partners to utilize conservative and industry standard pricing procedures, and requires the General Partners to disclose those procedures in their reports. However, because of the inherent uncertainty of valuation, these estimated values may differ from the values that would be used if a ready market for the investments existed, and the differences could be significant.

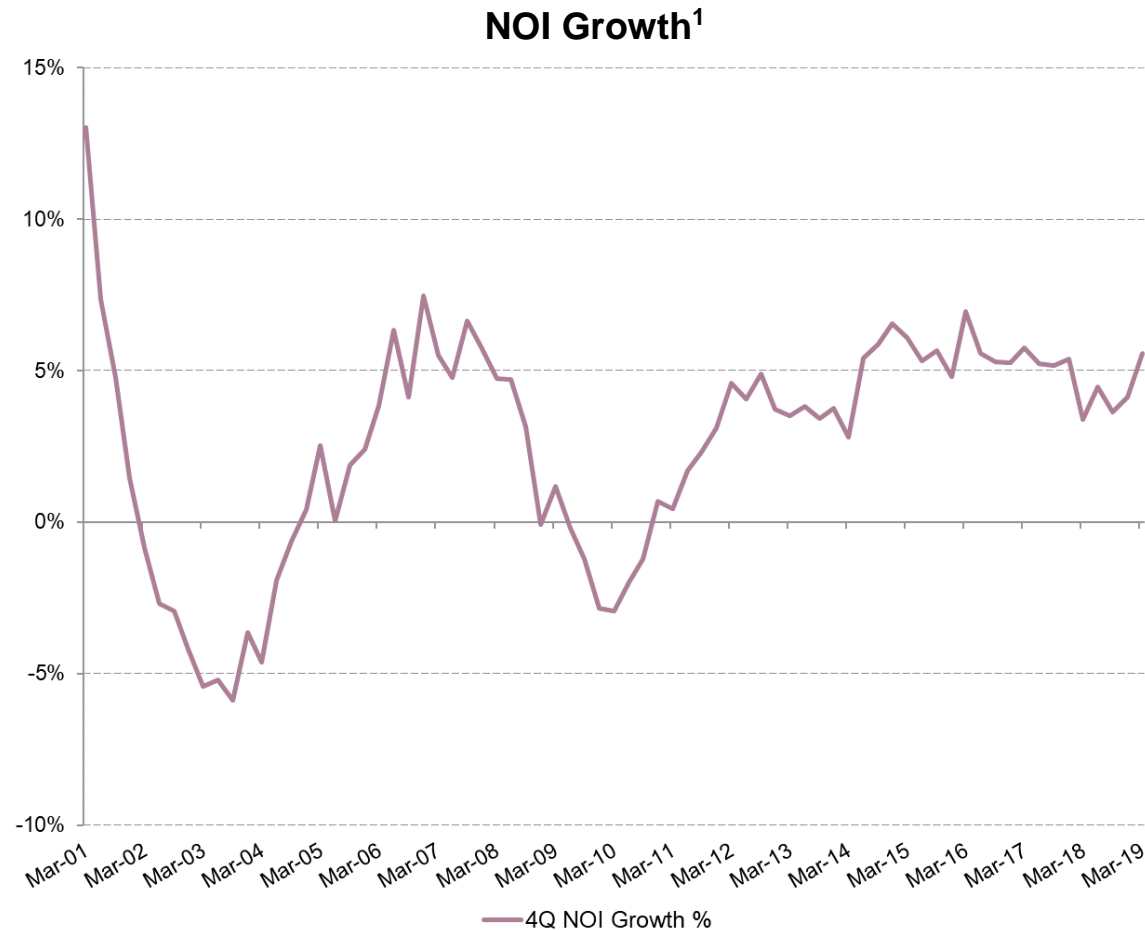
## Real Estate Fundamentals

### Vacancy by Property Type<sup>1</sup>



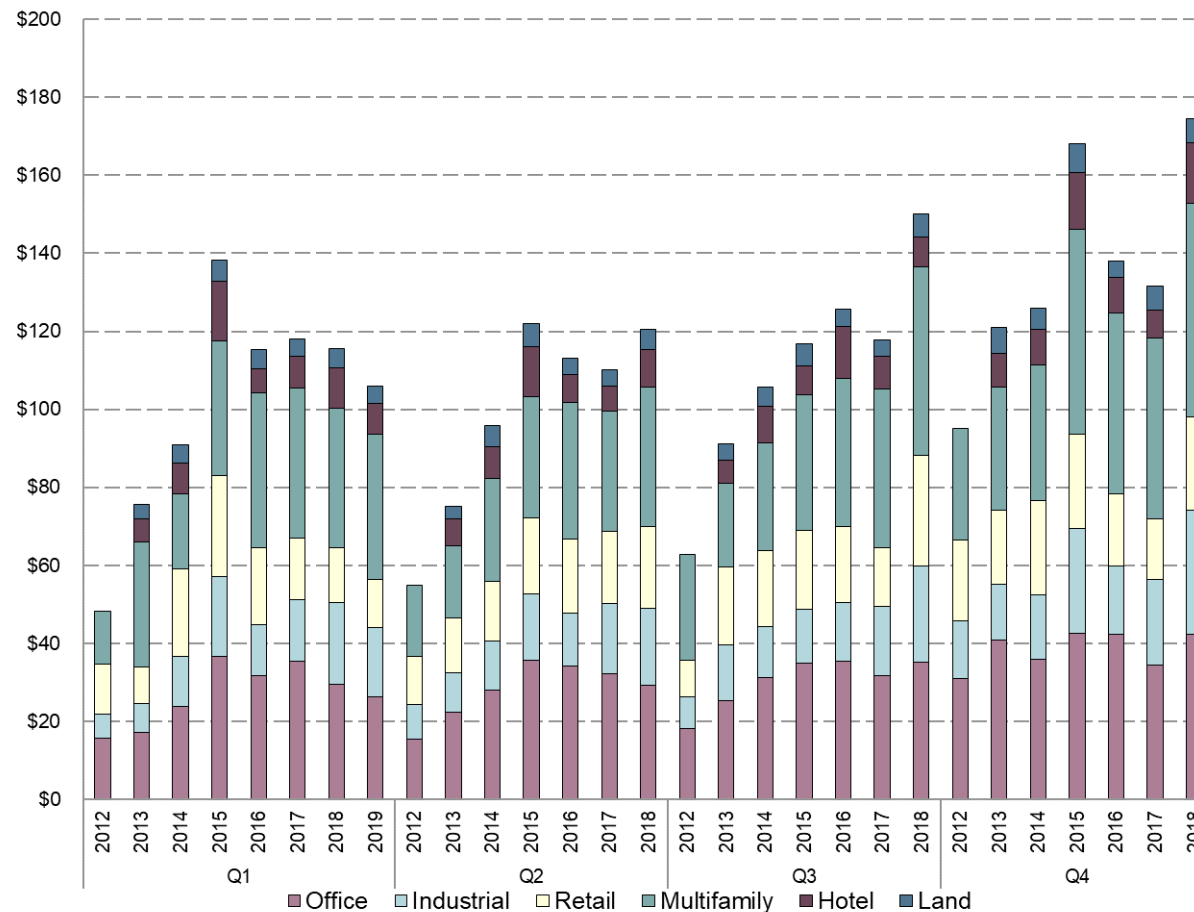
In the first quarter of 2019, vacancy rates increased for industrial and retail, while vacancy decreased in office and multifamily properties. Multifamily vacancies have been irregular, but in a slight upward trend since 2011. Retail vacancies flattened over the last three years, and office vacancies continue a downward trend. Industrial hit a low at 3.0% in Q3 2018. Compared to one year ago, vacancy rates in multifamily decreased 41 basis points, office decreased 61 basis points, industrial increased 15 basis points, and retail increased 59 basis points. Overall, the vacancy rate across all properties decreased 32 basis points from Q1 2018.

<sup>1</sup> Source: NCREIF



The trailing twelve month rate of NOI increased above 5.5% in the first quarter of 2019. Continued growth of the U.S. economy coupled with only moderate new construction has allowed property owners to increase rents and lease vacant space. The strongest NOI growth continues to be within the industrial sector, despite retracting slightly from 9.6% in the previous quarter to 8.6% in Q1 2019. Office NOI saw a huge jump from 2.2% in the previous quarter to 7.0% in Q1 2019, while apartment increased to 7.5%. Retail NOI trended negative year-over-year, currently at -0.2%.

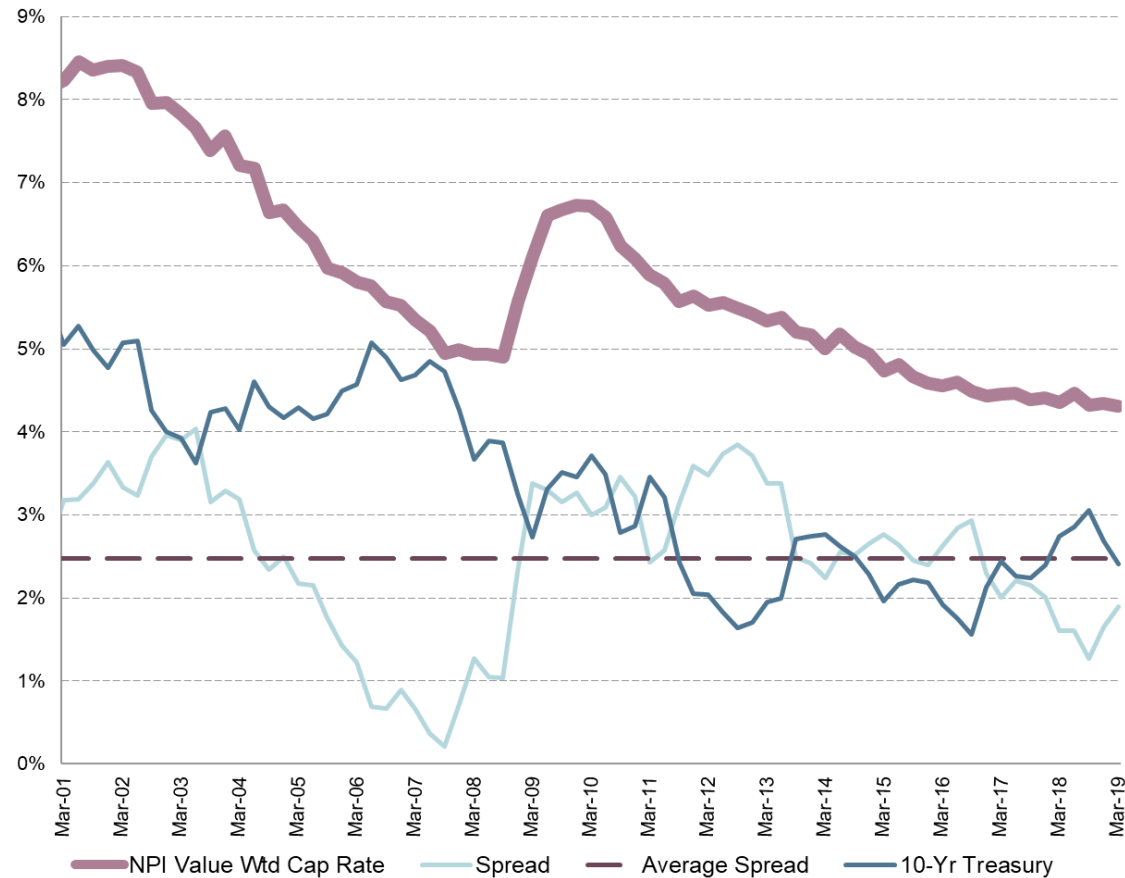
<sup>1</sup> Source: NCREIF

Transaction Volume (\$bn)<sup>1</sup>

Private real estate transaction volume for properties valued over \$2.5 million was lower at \$106 million for Q1 2019, after hitting the highest level in any quarter since 2012 in Q4 2018, at over \$170 million. All property types experienced a decrease in transaction volumes, with hotel, retail, and industrial down 50%, 49%, and 44%, respectively. Multifamily and office properties made up the largest percentages of total transaction volume during the quarter, at 25% and 18%, respectively.

<sup>1</sup> Source: PREA

### Real Estate Capital Markets Cap Rates vs. 10-Year Treasury<sup>1</sup>



The NPI Value Weighted Cap Rate continues to hover around 4.3%. The 10-year Treasury yield peaked above 3.0% in Q3 2018, but has continued to trend back down, landing at 2.4% in Q1 2019. The spread between cap rates and treasury yields increased to 190 basis points, which is 57 basis points below the long term average spread.

<sup>1</sup> Source: NCREIF and U.S. Department of the Treasury

**Trailing Period Returns<sup>1</sup>**

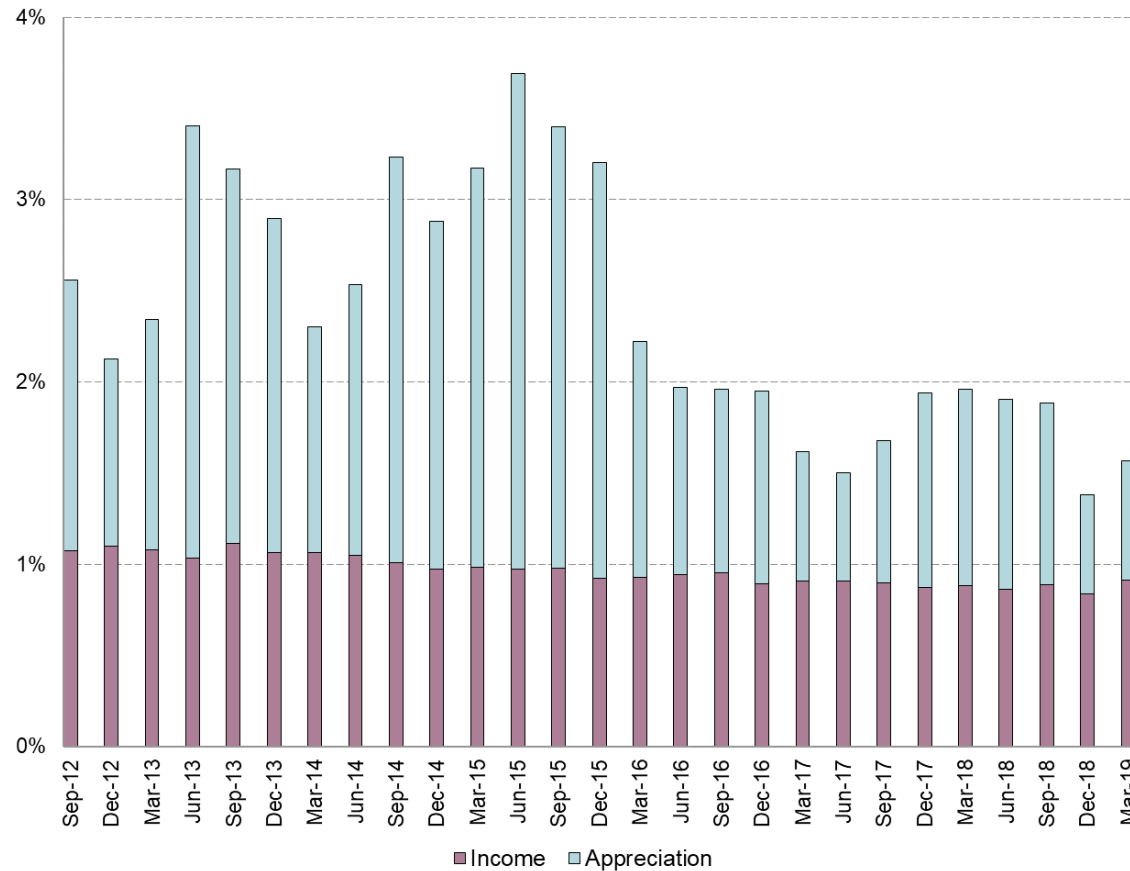
<i>As of March 31, 2019</i>	<b>1 Year</b>	<b>3 Years</b>	<b>5 Years</b>	<b>10 Years</b>
<b>NFI-ODCE (EW, net)</b>	<b>6.8%</b>	<b>7.3%</b>	<b>9.4%</b>	<b>7.5%</b>
<b>NFI-ODCE (VW, net)</b>	<b>6.6</b>	<b>7.0</b>	<b>9.2</b>	<b>7.7</b>
<b>NCREIF Property Index</b>	<b>6.8</b>	<b>7.1</b>	<b>9.1</b>	<b>8.5</b>
<b>NAREIT Equity REIT Index</b>	<b>20.0</b>	<b>7.7</b>	<b>9.9</b>	<b>18.8</b>

Private real estate indices have continued to post positive returns, driven by strong property-level fundamentals and a low interest rate environment. Recent public real estate performance has experienced significant volatility with negative returns in Q4 2018 but strong positive returns of 17.2% in Q1 2019.

<sup>1</sup> Source: NCREIF



### ODCE Return Components<sup>1</sup> (Equal Weight, Net)



The NFI-ODCE Equal Weight return for Q1 2019 was up slightly to 1.5%, about 10 basis points higher than the previous quarter low of 1.4%. The income component of the quarterly return was above 0.92%, an increase compared to all of 2018 when it averaged 0.87%. Appreciation has moderated, adding 65 basis points to Q1 2019's return.

<sup>1</sup> Source: NCREIF

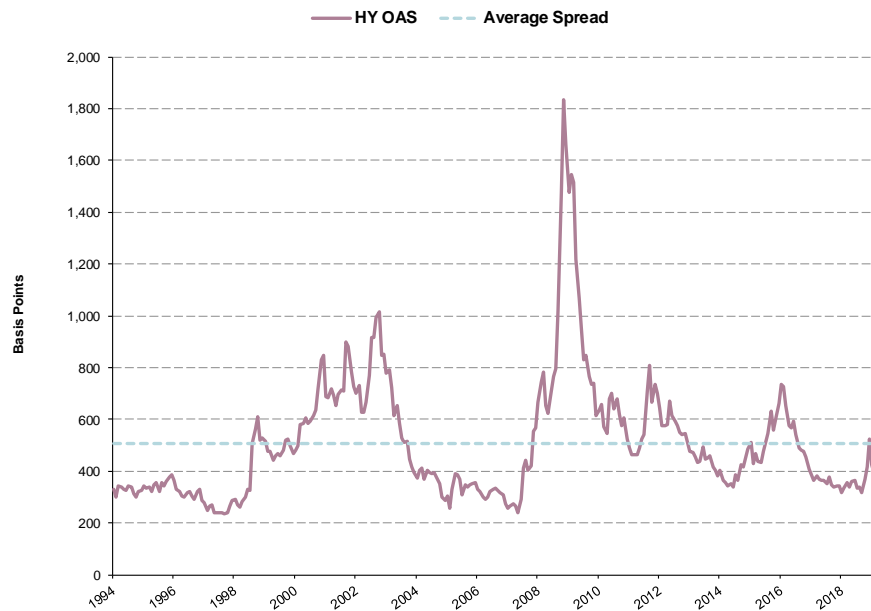


### Private Debt

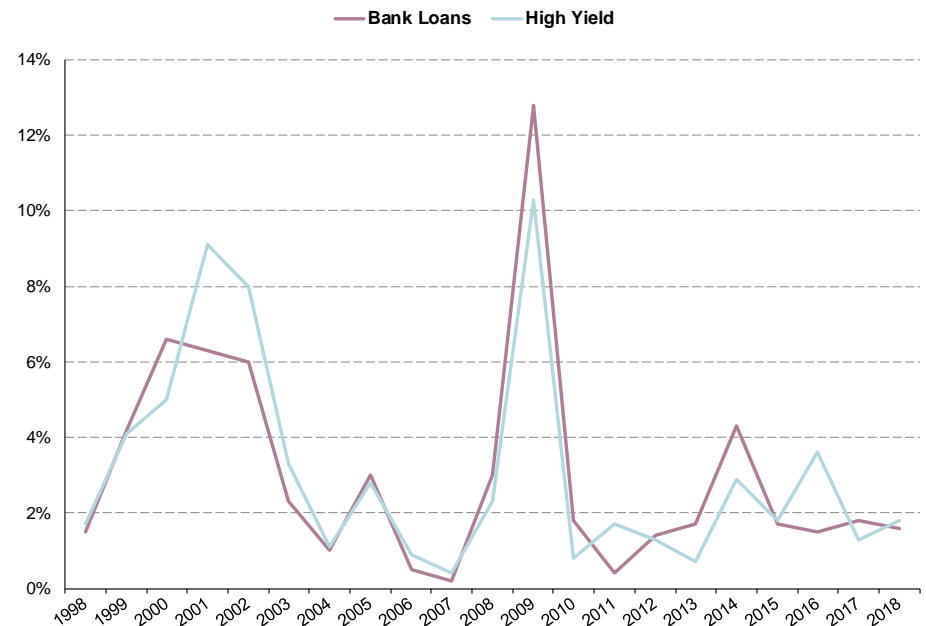
After the selloff across risk assets in December 2018, credit markets quickly began to recover in January, and sustained the strong performance in February and March. Fueling the recovery were dovish comments from Fed Chair Powell that suggested a shift to more accommodative monetary policy. The high yield market rallied in January as a result returning 4.5% and bank loans followed with a return of 2.3%. The lowest rated debt led the rally in January, but dispersion was much lower in February and March as interest rates fell and performance in higher rated debt improved. Debt issuance was led by higher rated BB bonds, while bank loan issuance was noticeably slower than prior years' pace.

Both bond and loan default rates fell materially in first quarter bringing the LTM rates to 0.7% and 1.0%, respectively, both historically very low figures. Recovery rates remained broadly unchanged.

#### U.S. Corporate High Yield Spread<sup>1</sup>



#### U.S. Corporate Default Rate<sup>2</sup>



<sup>1</sup> Source: Barclays Capital

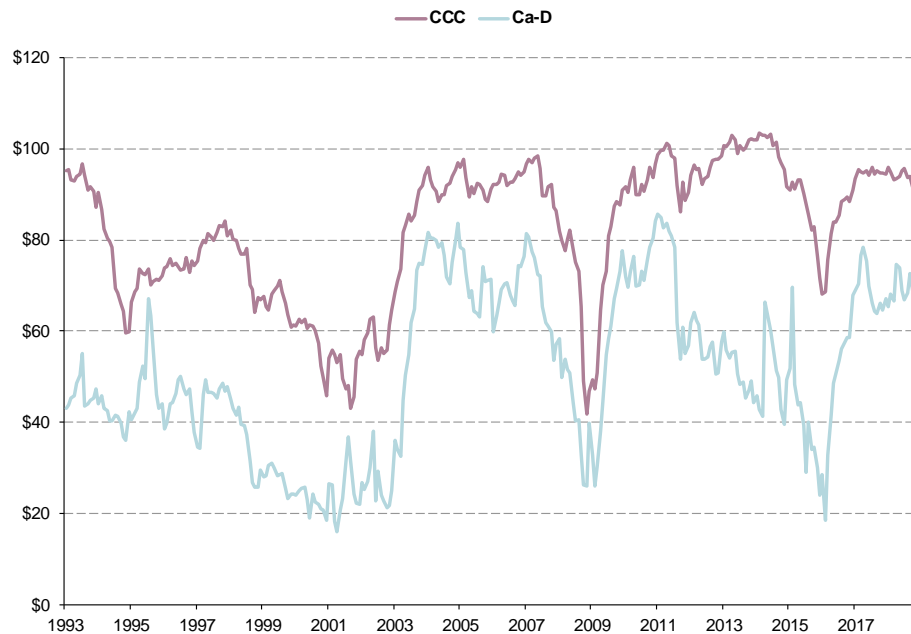
<sup>2</sup> Source: JP Morgan

## Distressed & Opportunistic Debt

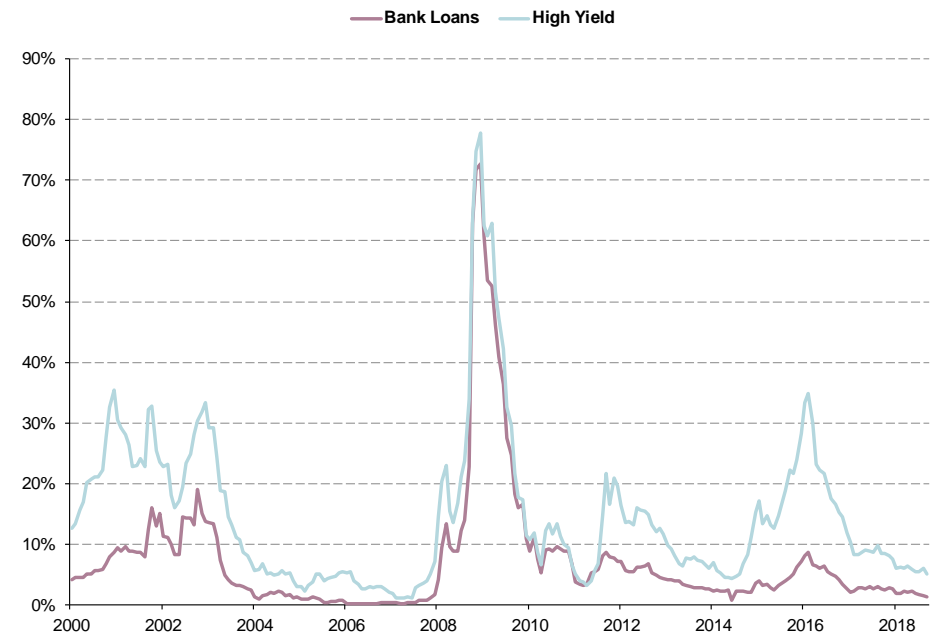
With approximately \$4.8 billion in total debt, Windstream was the largest default and accounted for approximately half of the total volume of defaulted debt in the first quarter. The remaining defaults were spread across energy, health care and services industries. Default rates are currently at cyclical low points creating limited opportunities for many distressed debt managers who rely on a default event to execute their strategy.

Distressed ratios fell during the quarter as bond and loan prices appreciated. A ratings downgrade trend in high yield increased during the period potentially putting strain on issuers as they may struggle to refinance debt with lower ratings. Energy, telecom, health care, consumer products and media are the industries with distressed ratios that are currently 10% or higher.

### Lower Rated Debt Pricing<sup>1</sup>



### Distressed Ratio<sup>2</sup>



<sup>1</sup> Source: Barclays Capital

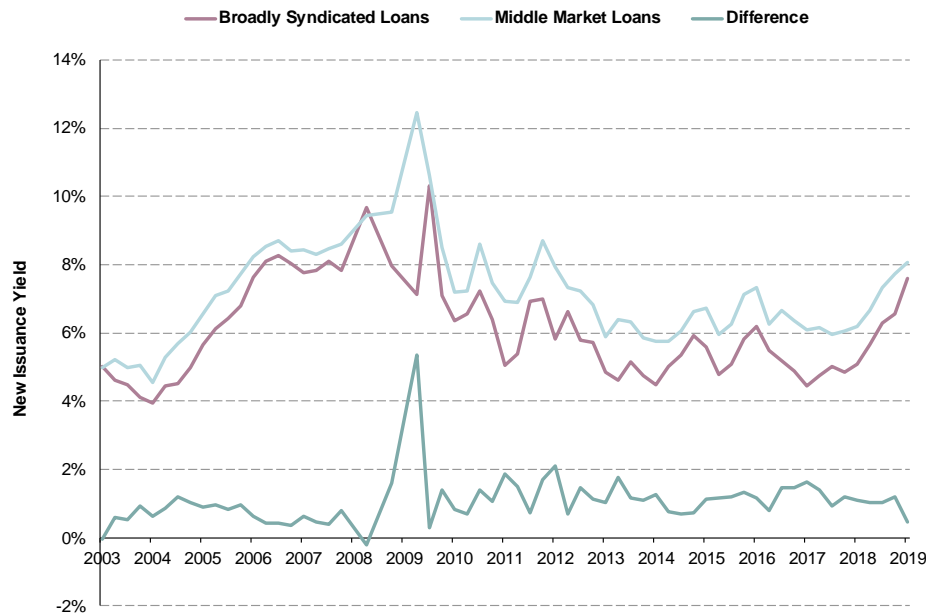
<sup>2</sup> Source: Bank Loans trading below \$80, Credit Suisse; High Yield trading at spread of more than 1,000bps, Deutsche Bank.

## Private Senior & Subordinated Debt

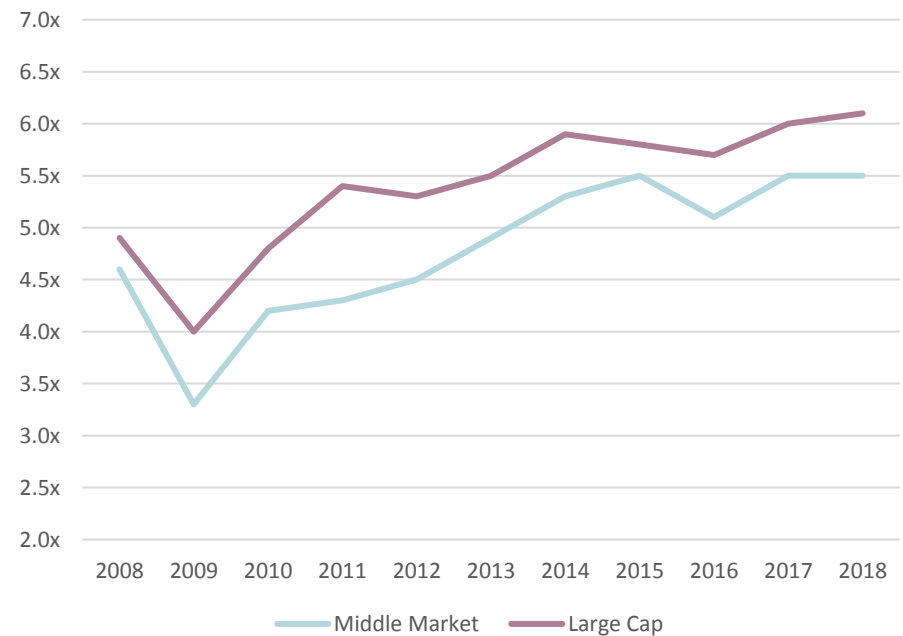
New issuance yields for private loans increased modestly during the first quarter but the private loan premium versus public slightly declined. Lower volumes for private middle market loans and subordinated debt were driven both by the aforementioned wider yields as well as slower M&A and LBO transaction activity.

Larger cap issuers continue to have higher leveraged balance sheets. EBITDA adjustments continue to be a growing feature in larger cap deals, however they have been less prominent in the middle market. These adjustments are used by private equity sponsors to lower the leverage in new deals, potentially leading to increased risk if adjustments are not realized going forward.

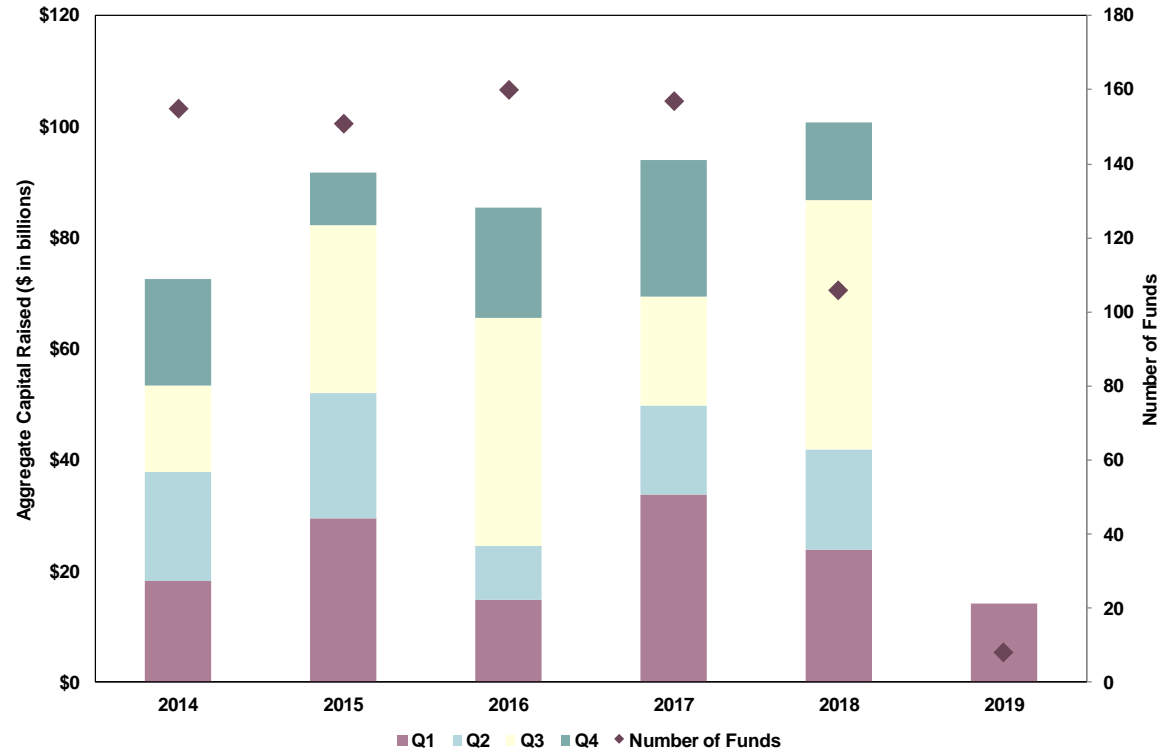
### Senior Loan Pricing<sup>1</sup>



### New Deal Leverage Multiples



<sup>1</sup> Source: Thomson Reuters LPC

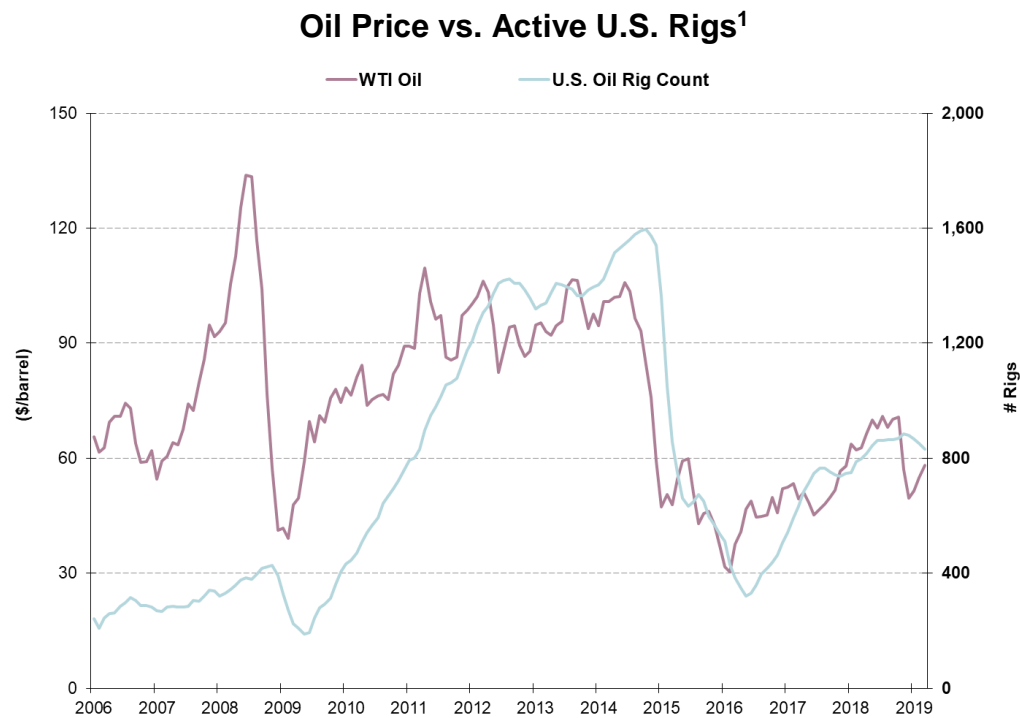
Global Quarterly Unlisted Natural Resource Fundraising<sup>1</sup>

Capital raised in the first quarter of 2019 slightly exceeded the amount raised in the last quarter of 2018, but was approximately 60% from one year prior. The number of funds raised was down during 1Q with just eight funds reaching final close after averaging 27 funds per quarter in 2018. This quarter, the average fund size raised was \$1.8 billion, far surpassing the 2018 average of \$0.8 billion. As of March 31, 2019, Preqin reported a total of 313 unlisted natural resource funds with a combined fundraising target of approximately \$210 billion.

The majority of natural resources fundraising during the first quarter was focused on European developed markets, accounting for nearly 83%, or \$12 billion of capital raised. There were two North American funds that raised a total of \$500 million and three funds outside of North America and Europe comprising \$2.0 billion of aggregate capital raised.

<sup>1</sup> Source: Preqin Private Capital Fundraising Update, Q1 2019.

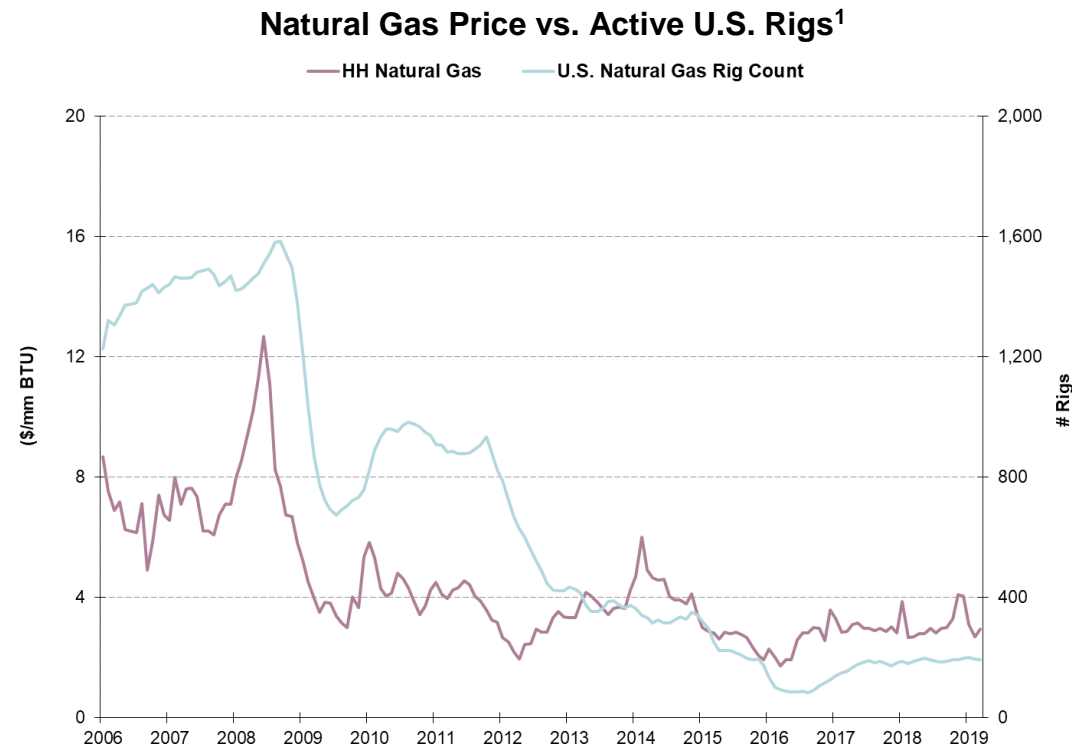
## Extracted Resources



West Texas Intermediate (“WTI”) oil prices increased by 17% to \$58 per barrel during the first quarter on the heels of an agreement reached in December between OPEC and Russia to help support prices with production cuts. Similarly in European markets, Brent oil prices increased by 15% to \$66 per barrel. There were 830 oil rigs in operation in the U.S. at quarter end, representing a decrease of 50 from the prior quarter. U.S. oil production remained strong during the first quarter, averaging almost 11.8 million barrels of oil equivalent per day (“boepd”). U.S. gasoline prices for regular blend increased by 4% to \$2.67 from the previous quarter representing a 5% decrease from one year prior.

<sup>1</sup> Source: EIA and Baker Hughes.

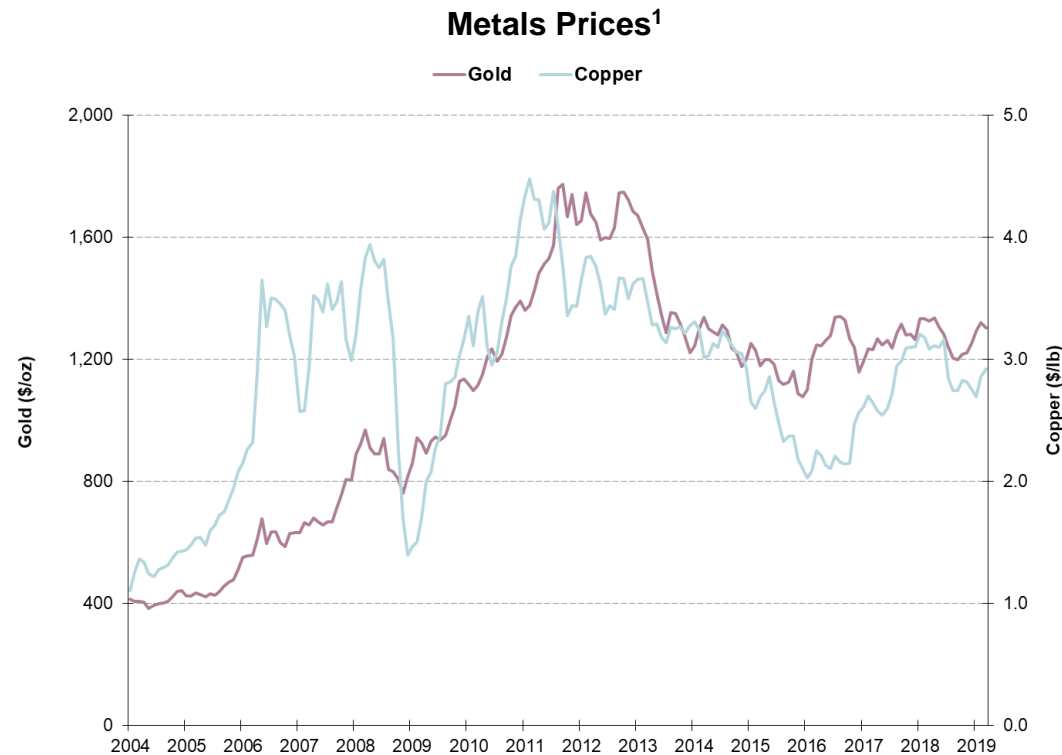
## Extracted Resources



Henry Hub natural gas spot prices ended the quarter at approximately \$2.95/MM BTU representing a 27% decrease from the prior quarter. The decrease follows a cold fourth quarter where strong demand helped drive natural gas prices to \$4.04 at year end. Relative to one year prior, natural gas prices were up by 10%. The natural gas rig count in the U.S. ended the quarter at 193, a decrease of 5 from the prior quarter. The U.S. continues to realize operational efficiencies and increase production as a result of the shale revolution. Daily production in March 2019 averaged over 100 billion cubic feet (“bcf”) of natural gas production per day. Demand from the downstream segments of the energy value chain (e.g., refiners, petrochemical, power generation) remain robust as these industries leverage the relatively cheap and abundant natural gas supplies in the U.S. In 2018, natural gas consumption reached record levels driven by the power generation industry.

<sup>1</sup> Source: EIA and Baker Hughes.

## Extracted Resources

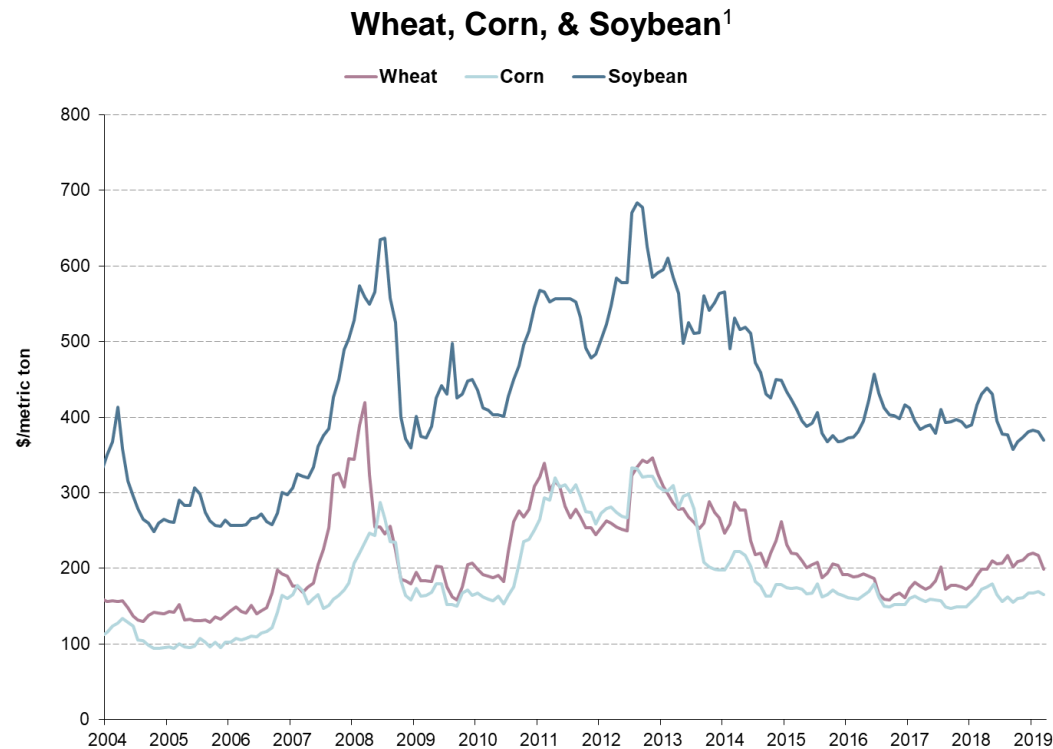


Following the late 2018 market correction and U.S. government shut-down, gold prices increased. The pause on increasing interest rates by the Federal Reserve and inflation concerns benefited gold prices early in 2019. Later in the quarter, the price decreased on concerns of trade and tariff wars between the U.S. and China. During the quarter, the price of gold increased to \$1,300 per ounce representing an increase of 4% from the prior quarter. Relative to one year prior, gold prices were down by approximately 2%.

Base metals have remained challenged in part due to concerns of trade and tariff wars between the U.S. and China and a slower growing China economy. While copper prices increased by 6% in the first quarter, they were down by approximately 5% relative to one year prior.

<sup>1</sup> Source: World Bank

## Harvested Resources



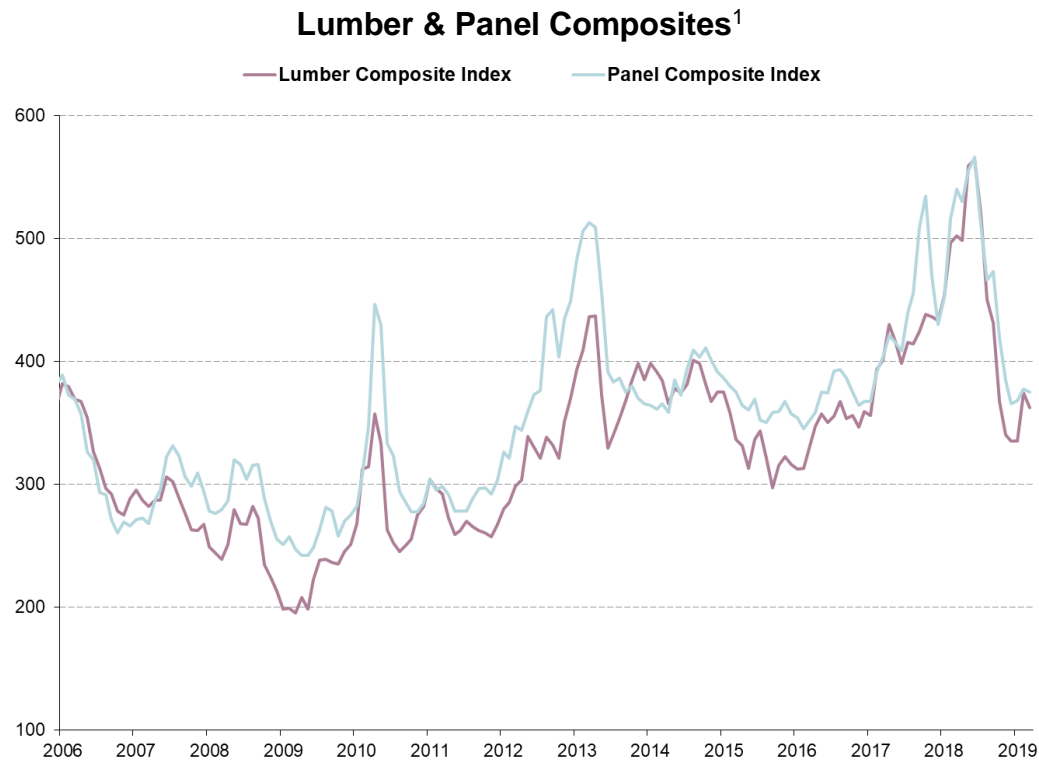
Trade war concerns with China and significantly lower demand for U.S. agricultural products continue to weigh on the industry. During the quarter, wheat, corn, and soybean prices fell by 9%, 1%, and 3%, respectively. Relative to one year prior, wheat prices were flat while corn and soybeans were down by 4% and 14%, respectively.

The NCREIF Farmland index experienced a 0.7% increase during the quarter with income accounting for 0.5% and appreciation generating 0.2%. Annual cropland returns of 1.4% were driven by 0.8% income and 0.5% appreciation. Permanent cropland returns of -0.4% were attributed to depreciation during the quarter.

<sup>1</sup> Source: World Bank



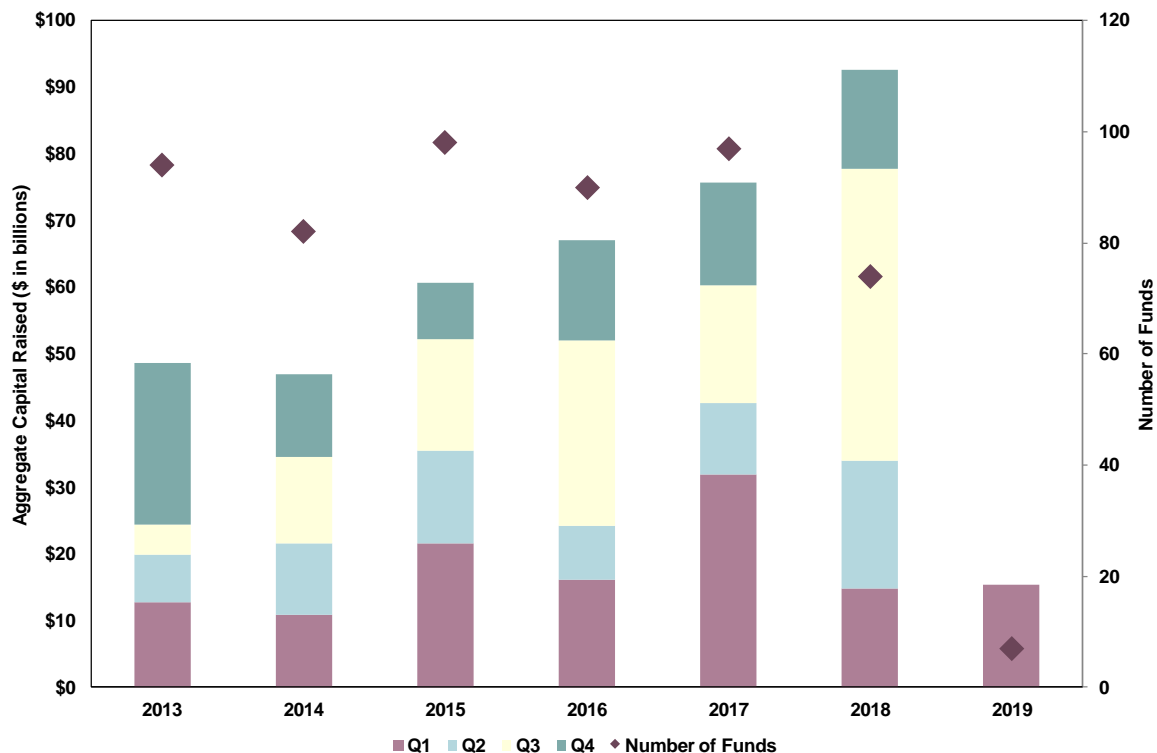
## Harvested Resources



Prices for U.S. timber products, such as lumber and panel, increased during the quarter by 8% and 3%, respectively. Relative to one year prior, prices were down by 28% and 31%, respectively.

The NCREIF Timberland index increased 0.1% during the quarter primarily as a result of income gains of 0.7%. For the trailing one-year period, the index generated 2.4% largely from an income return of 3.1%. Quarterly returns for the South region were flat, the Pacific-Northwest increased by 0.3%, and the Northeast decreased by 0.4%

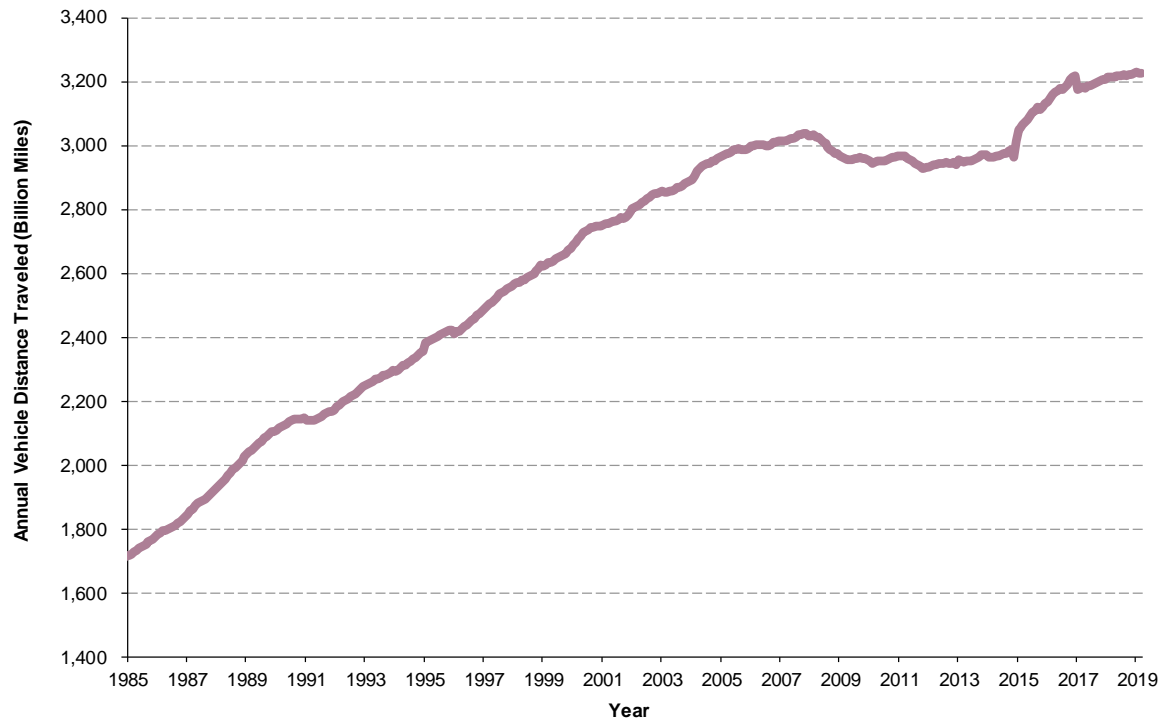
<sup>1</sup> Source: Random Lengths

Global Quarterly Unlisted Infrastructure Fundraising<sup>1</sup>

Capital raised in the first quarter of 2019 slightly exceeded the amount raised in the last quarter of 2018. However, the market continues to trend toward fewer funds at higher target sizes. This quarter, the average fund size raised has exceeded \$2 billion, far surpassing the 2018 average of \$1.3 billion. As of March 31, 2019, a total of 210 unlisted infrastructure funds were in market, according to Preqin, with a combined fundraising target of approximately \$190 billion.

The majority of infrastructure capital focused on the developed market in Europe, accounting for nearly 83% of the capital raised so far in 2019 and 3 of the 7 funds closed this so far this year. There were two funds consisting of \$0.7 billion holding final closes in North America and two funds consisting of \$2.0 billion outside of North America and Europe. Notable final closes held in 1Q 2019 included EQT Infrastructure IV (€9.0 billion), Quinbrook Low Carbon Power Fund (\$1.6 billion), and Mirova Core Infrastructure Fund II (€1.2 billion).

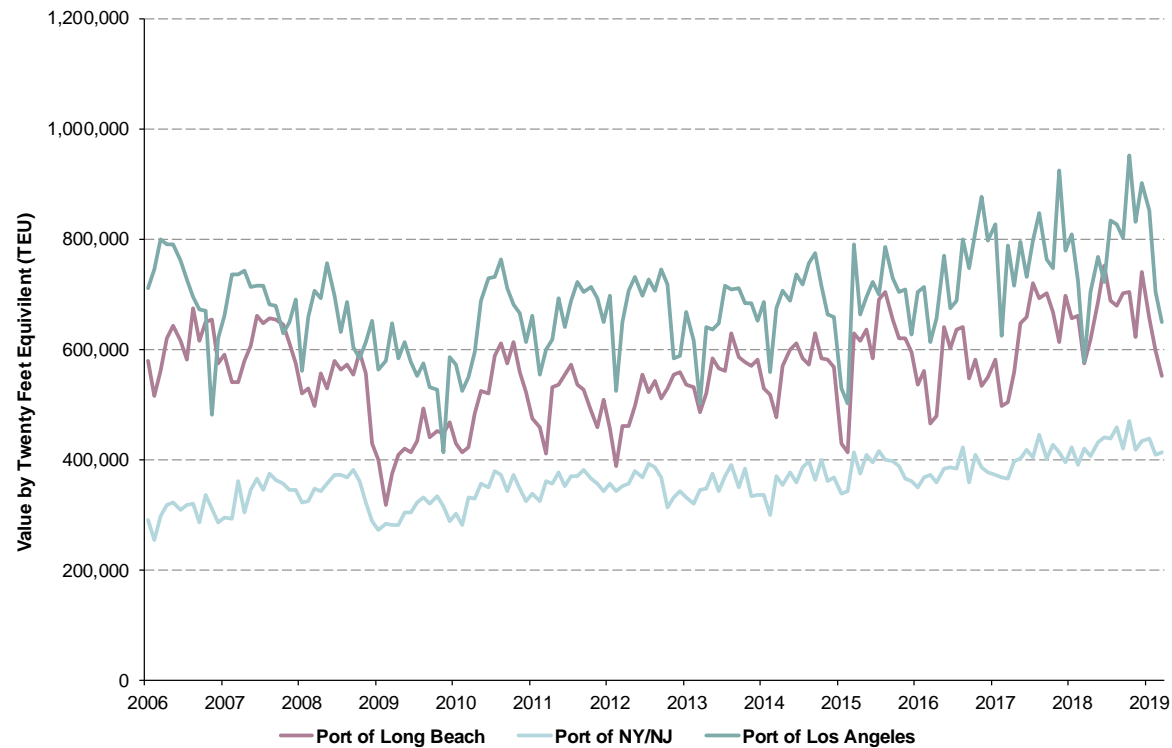
<sup>1</sup> Source: Preqin Private Capital Fundraising Update, Q1 2019.

**Moving 12-month Total on All U.S. Roads<sup>1</sup>**

During the first quarter of 2019, travel on U.S. roads totaled approximately 746 billion miles. This represented an increase of 0.7% over the same period in 2018. Year to Date, Federal Highway Administration data showed vehicle miles traveled increased by 91 million miles, up only a marginal 0.01% over 1Q 2018.

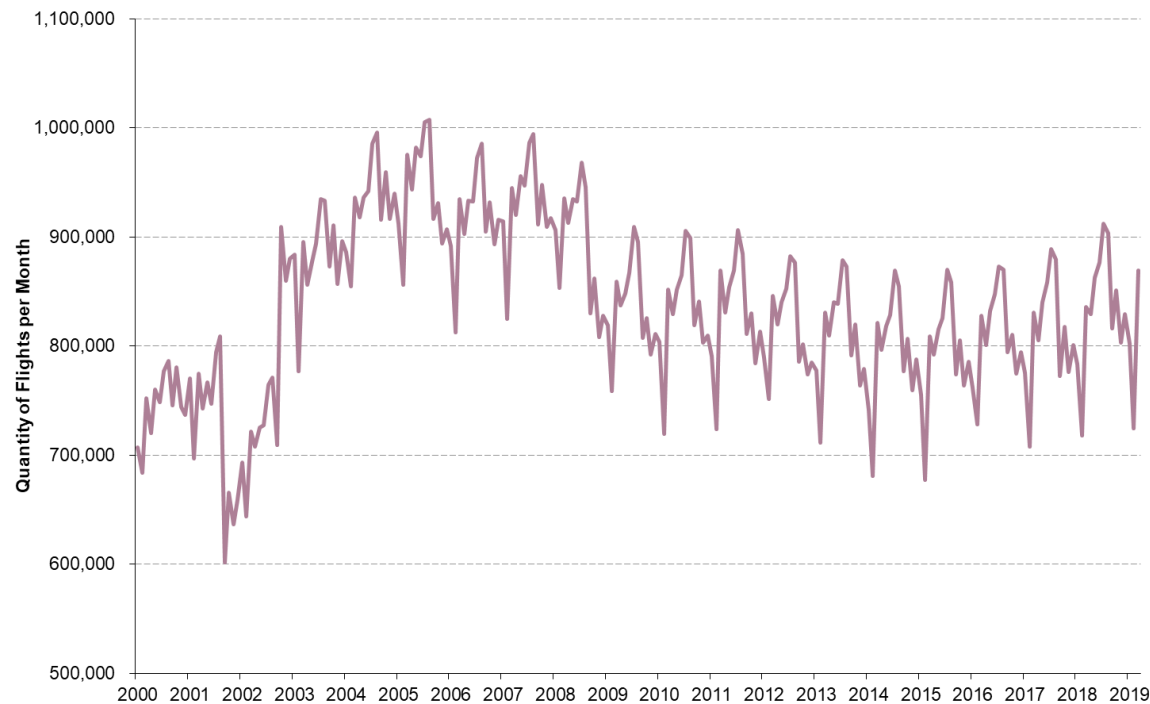
In 1Q 2019, the average U.S. price of a gallon of gas came down to a monthly average of \$2.44 per gallon, with a peak of \$2.59. This compares to \$2.82 and \$2.99 seen in 2018. According to INRIX, Boston, Washington, D.C., and Chicago rank as the top three cities in the U.S. in which drivers spend the most hours in traffic.

<sup>1</sup> Source: U.S. Department of Transportation, Federal Highway Administration: Office of Highway Policy Information.

**U.S. Port Activity – Container Trade in TEUs**

The chart represents the top three U.S. ports by container volume, as measured by twenty-foot equivalent units (TEU). Activity at the three ports provides a high-level representation of the volume of imports received into the U.S. more broadly.

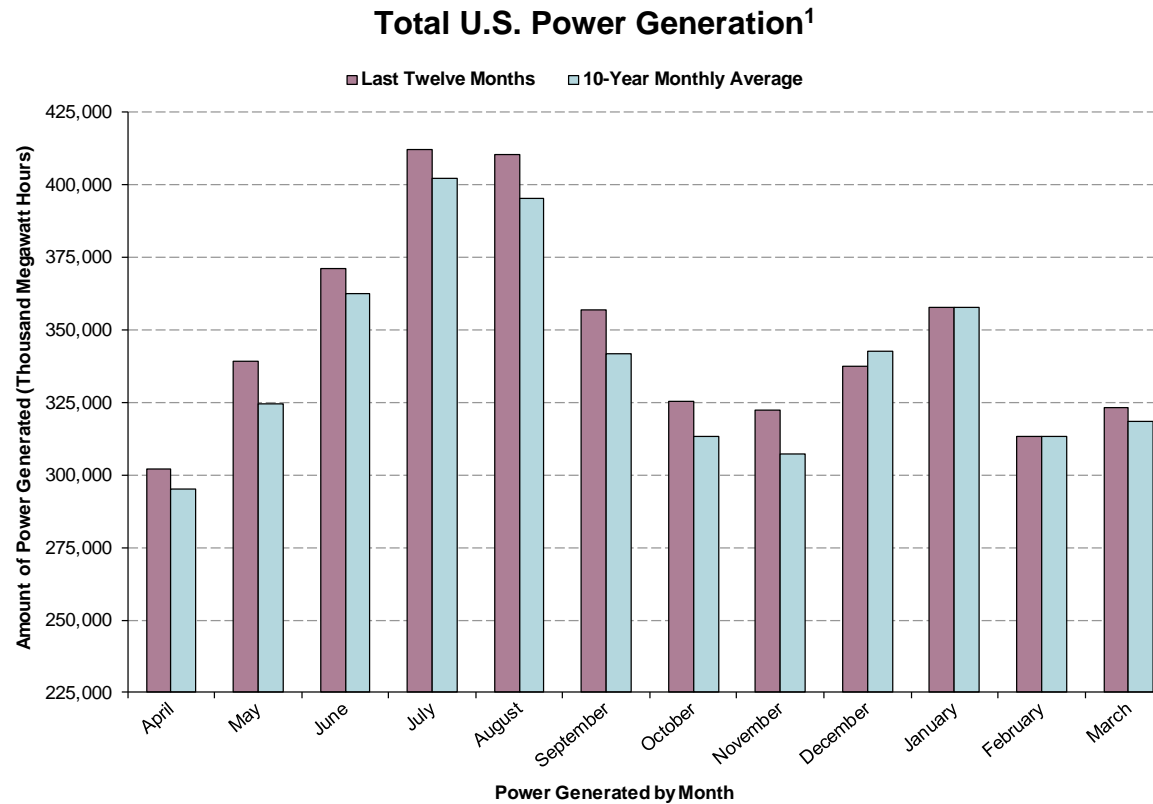
During the first quarter of 2019, volumes at the three ports increased by approximately 36,199 TEU, or 0.7% over same period in 2018. On a year-over-year basis, the combined port volumes increased by 730,946 TEU, or 3.3%, over the prior 12 month period. All three ports saw an increase in year-over-year activity. The Port of Long Beach recorded an increase of 1.9% (150,000 TEU), the Port of NY/NJ reported an increase of 4.9% (240,000 TEU) and the Port of Los Angeles recorded an increase of 3.7% (342,000 TEU) from the prior 12 months.

**Total U.S. Domestic and International Flights<sup>1</sup>**

The chart above represents all U.S. domestic and international flights, excluding foreign point-to-point flights by month. Air traffic is cyclical with peaks in the summer months and declines in the winter months.

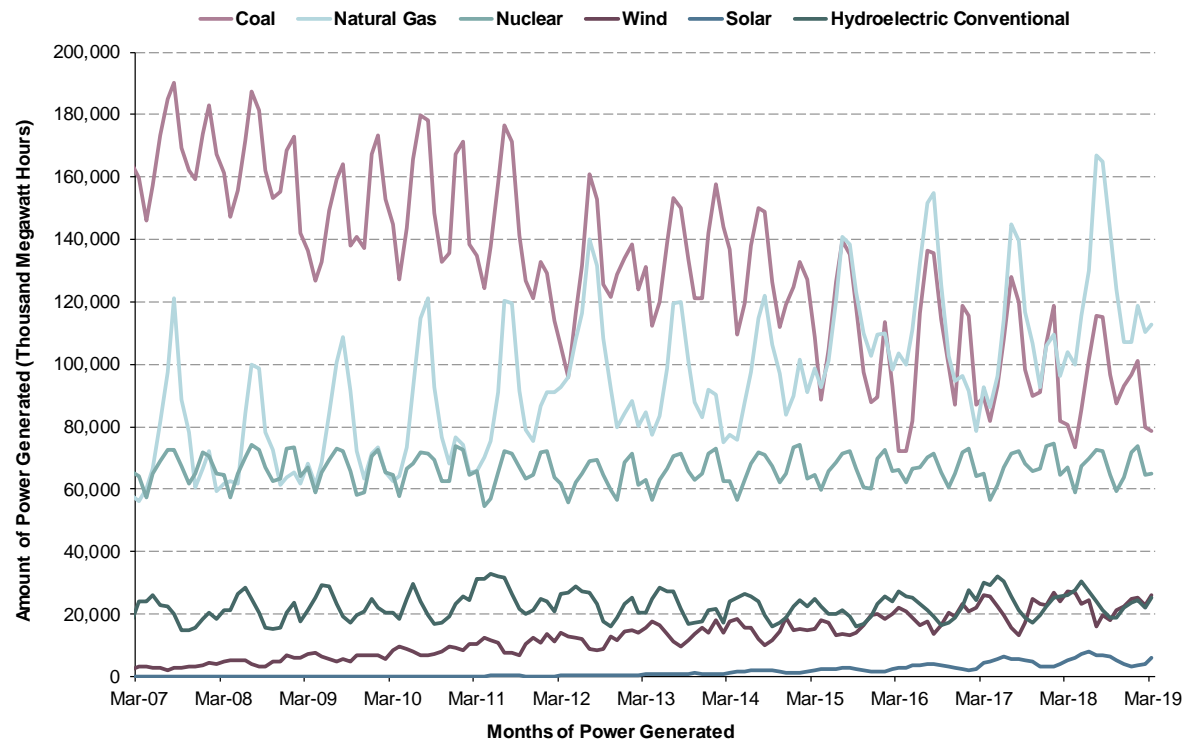
There were over 58,600 more flights during the first quarter of 2019, representing a 2.5% increase compared to the same period in 2018. Air traffic activity also increased by 3.1% for the 12 months ending March 31, 2019 over the previous period. In addition to the number of flights during the first quarter increasing year-over-year, the total number of passengers travelling on U.S. and international airlines increased by 4.6% from 2018 to 2019, which indicates higher capacity factors among airlines compared to the prior period.

<sup>1</sup> Source: Bureau of Transportation Statistics: Flights, All U.S., and Foreign Carriers.



The graph above represents the total net generation for the past 12 months compared to the 10-year average for each month. Over the past year, power generation exceeded the 10-year average in 11 out of the 12 months. Net energy generation in the U.S. decreased by 0.5% during the first quarter, compared to the same period in 2018. For the 12 months ended March 31, 2019, net energy generation increased by 2.7% over the previous 12 months.

<sup>1</sup> Source: U.S. Energy Information Administration: Electric Power Monthly, March 2019.

**U.S. Power Generation by Source<sup>1</sup>**

When comparing individual generation sources in the U.S., natural gas and solar increased 10.4% and 9.6% respectively in the first quarter of 2019 as compared to the same period in the previous year, while generation from coal, nuclear, wind and hydroelectric conventional dropped by 7.8%, 1.4%, 4.9%, and 6.4% respectively, during the same period. Wind and utility scale solar continue to make up a small portion of total net energy generation in the U.S., accounting for only 7.5% and 1.4% of energy generation in the first quarter, while coal, natural gas, and nuclear accounted for 26.1%, 34.4%, and 20.5%, respectively. However, the growth of wind and solar as sources of energy generation continues to increase at a faster rate than coal and natural gas, especially over the last couple of years.

<sup>1</sup> Source: U.S. Energy Information Administration: Electric Power Monthly, March 2019.

Private markets investors have developed a number of unique terms to describe their investment work. The following glossary of private markets terms is intended to help make sense of these terms. Where the term “private equity” is used, the definition will generally also apply to private debt funds that are structured in similar manner.

**Absorption:** The amount of inventory or units of a specific commercial property type that become occupied during a specified time period (usually a year) in a given market, typically reported as the absorption rate.

**Advisory Board:** Partnerships often establish an advisory board comprised of representatives of the Limited Partners to oversee the on-going work of the General Partners. Advisory boards typically meet once each year to review the partnership's investments. It is important to note that unlike the Board of Directors of a public company, the advisory board has very little power to control the activities of the General Partners.

**Angel Investor:** Angel investors are individuals who invest their own capital directly in small, early stage companies. Angels are an alternative source of funding for entrepreneurs. Such investments are characterized by high levels of risk and potentially a large return on investment.

**Appraisal:** An estimate of a property's fair market value that is typically based on replacement cost, discounted cash flow analysis and/or comparable sales price.

**Appreciation:** An increase in the value or price of a real estate asset.

**Appreciation Return:** The portion of the total return generated by the change in the value of the real estate assets during the current quarter, as measured by both appraisals and sales of assets.

**Asset Management:** The various disciplines involved with managing real property assets from the time of investment through the time of disposition, including acquisition, management, leasing, operational/financial reporting, appraisals, audits, market review and asset disposition plans.

**Asset Management Fee:** A fee charged to investors based on the amount invested into real estate assets for the fund or account.

**Barrel:** 42 U.S. gallons of oil.

**Base Metals:** Non-precious, non-ferrous metals that include copper, aluminum, lead, nickel, tin, and zinc.

**Base Rent:** A set amount used as a minimum rent with provisions for increasing the rent over the term of the lease.

**Biofuels:** Biofuels are combustible fuels, such as bio-ethanol, that are made and processed from vegetation sources such as corn, sugar cane, barley, or wheat.

**Blind Pool:** Most Limited Partnerships are organized as blind pools, meaning that Limited Partners commit capital to the partnership before any actual investments are made. At the point of commitment, the Limited Partners do not know specifically how their money will be used (hence the term blind pool), and must therefore rely entirely upon the track record and experience of the General Partner.

**BOE/day:** A daily production metric equivalent to the energy content of a barrel of oil equivalent often related to natural gas, natural liquids, and condensates.

**Broker:** A person who acts as an intermediary between two or more parties in connection with a transaction.

**Brownfield:** A project with an operating history. The initial outlay is entirely to the public entity. Brownfield can be considered an easier starting point for investors, given the shorter J-curve and lower level of risk. Meketa Investment Group categorizes a Fund as brownfield if the Fund's investment strategy calls for over 65% of its underlying investments to be in brownfield (operating) assets.



**Buyout Fund:** A buyout partnership uses the partners' capital to purchase existing, established businesses. The acquired firms may be family owned prior to purchase, or may be operating divisions of larger companies seeking to restructure their businesses. In a few cases, the buyout partners may purchase all of the outstanding shares of a publicly traded company, effectively taking it private. Buyout funds are not involved in venture capital or startups.

Buyout partnerships own the acquired companies outright, or in combination with other buyout partnerships. In some cases the buyout partners will replace the existing management with a new team, or the acquired firm will be left autonomous. The buyout partners frequently take one or more board seats in order to ensure control of the business.

**Capital Appreciation:** The change in market value of a property or portfolio adjusted for capital improvements and partial sales.

**Capital Call (Contribution):** Once a partnership has declared its first close, the General Partners will begin to make portfolio investments. As each investment is made, the capital necessary to fund the investment is "called" from the Limited Partners.

**Capitalization Rate:** A percentage that relates the value of an income-producing property to its future income, expressed as net operating income divided by purchase price. This is also referred to as cap rate.

**Carried Interest:** The share of profits that the fund manager is due once it has returned the cost of investment to investors. Carried interest is normally expressed as a percentage of the total profits of the fund. The industry norm is 20%. The fund manager will normally therefore receive 20% of the profits generated by the fund and distribute the remaining 80% of the profits to investors.

**Carrying Value:** The General Partner must list on the partnership's balance sheet a value for every investment held. These valuations are called carrying values, and in most cases are simply the original cost of the investment. Note that carrying values in most cases are not audited and do not represent actual market values.

**Cash Flow Positive:** When a company generates more free cash than it consumes in normal operations, it is deemed to be cash flow positive. Such companies may not need extra financing or debt in order to grow.

**Cash Leasing Farmland:** A low risk/return strategy that shifts the operational risk of farming to a local operator. Farmland investors receive stable lease payments from the local operators who are allowed to farm the land. Cash leasing is typically used for row croplands.

**Cash on Cash Return:** The simple gross total return earned by the Limited Partners, calculated as the total distributions received divided by the total contributions made. Thus, if an investor supplied a total of \$100 in cash calls and contributions, and received over the life of the partnership \$200 in distributions, the cash on cash return would be 100%. The cash on cash return is typically reported as a multiple. In the example above, the investment returned 2x (two times).

**Chip-N-Saw:** Produced from mid-sized trees that are cut and chipped to pulpwood chips or small dimension lumber. Chip-N-Saw is typically derived from trees measuring 10-13" DBH.

**Claw-Back Provision:** A claw-back provision ensures that a General Partner does not receive more than its agreed percentage of carried interest over the life of the fund. So, for example, if a General Partner receives 21% of the partnership's profits instead of the agreed 20%, Limited Partners can claw back the extra one percent.

**Cleantech:** A broad term used to classify products or services that improve energy productivity, performance, or efficiency while reducing input costs, consumption, waste, or pollution. Common products associated with cleantech are wind farms, photovoltaics, fuel cells, biofuels, and smart grid technologies.

**Closed-end Fund:** A commingled fund that has a targeted range of investor capital and a finite life.

**Closings and Closing Dates:** Every partnership must specify the date upon which the General Partners will cease fundraising and begin making actual investments with the Limited Partners' committed capital. That date is called the closing date, and defines the vintage year of the partnership. Most partnerships, however, have several closing dates, and all partnerships must eventually have a final closing. In most cases, the final closing lags six to nine months after the first closing. If a majority of the original Limited Partners consent, a partnership can remain open to new investors after the final closing and while early investments are being made, in order to have time to attract additional investors.

**Co-Investment:** In some cases, Limited Partners want the right to make additional direct investments in one or more of the underlying companies purchased by the General Partner. If the partnership agreement gives co-investment rights to specific Limited Partners, then they may elect to invest additional monies “along side” the General Partner in various deals. In these cases, the co-investing Limited Partners would have two investments in an underlying property: their share of the partnership’s investment, and their direct additional co-investment on the side. Note that co-investment rights may be available only to the largest Limited Partners.

Co-investment rights are often negotiated by very large Limited Partners when they have strong convictions about the deal finding skills of the General Partners, because co-investment rights permit them to make even larger investments in the underlying properties than would otherwise be possible, without paying carried interest.

**Committed Capital:** When a Limited Partnership is formed, each Limited Partner agrees to contribute a specific amount of capital to be invested over the life of the partnership. Once the agreement is signed, the Limited Partners are legally bound and committed to supply the agreed upon capital when it is called for by the General Partner.

**Concession:** A business operated under a contract or license associated with a degree of exclusivity. In the case of a public service concession, a private company (the concessionaire) enters into an agreement with the government to have the exclusive right to operate, maintain and carry out investment in a public asset (such as a utility) for a given number of years.

**Concessions:** Cash or cash equivalents expended by the landlord in the form of rental abatement, additional tenant finish allowance, moving expenses or other monies expended to influence or persuade a tenant to sign a lease.

**Consolidation (Roll Up):** Many industries in America are highly fragmented, as the market space is serviced by a large number of locally owned businesses. By consolidating fragmented industries (i.e., purchasing many local businesses), firms can create a single larger company with greater market control, more attractive financial characteristics, and potentially, better pricing flexibility and lower costs.

**Construction Loan:** Interim financing during the developmental phase of a property.

**Convertible Bonds:** Some private equity partnerships, generally those that provide mezzanine financing, may take convertible bonds as part of their compensation for providing investment capital. The convertible bond pays interest like other bonds, but can be exchanged for shares of the company stock at a favorable price if certain conditions are met, hence the term convertible.

**Core Properties:** The major property types - specifically office, retail, industrial and multifamily. Core assets tend to be built within the past five years or recently renovated. They are substantially leased (90% or better) with higher-credit tenants and well-structured long-term leases with the majority fairly early in the term of the lease. Core assets generate good, stable income that, together with potential appreciation, is expected to generate total returns in the 10% to 12% range.

**Crude Oil:** An unpurified mixture of liquid hydrocarbons derived from rock formations, containing different levels or impurities such as water or sulfur.

**DBH:** DBH (Diameter at Breast Height) is the most common measure made by a forester to determine the growth, volume, yield, and potential of a tree. DBH is defined as 4.5 ft. above the ground on the uphill side of a tree.

**Development Well:** A well drilled in a proven area of an oil or gas reservoir to a depth known to be productive.

**Direct Investment:** Partnerships that invest in companies are said to make direct investments. The alternative is a partnership that invests in other partnerships, a fund of funds.

**Direct Operation Farmland:** A strategy typically employed with permanent crops to retain complete control over the assets. Farmland investors use farmland management firms to operate the farm and add value through increased quality and output. The primary risks associated with direct operation are operating, weather, and marketing risks.

**Diversification:** The process of consummating individual investments in a manner that insulates a portfolio against the risk of reduced yield or capital loss, accomplished by allocating individual investments among a variety of asset types, each with different characteristics.

**Downstream:** Portion of the energy chain that includes oil refineries, petrochemical plants, power generation, and distribution outlets.

**Dry Hole:** An oil well that fails to find or produce any oil or gas.

**Due Diligence:** The process of examining a property, related documents, and procedures conducted by or for the potential lender or purchaser to reduce risk. Applying a consistent standard of inspection and investigation one can determine if the actual conditions do or do not reflect the information as represented.

**E&P:** Acronym for "Exploration and Production" that relates to the exploration, development, and production of crude oil or natural gas reserves. E&P is also referred to as the upstream sector.

**EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization):** The "top line" profits of a private company are the monies earned before paying interest and taxes, and adding back depreciation and amortization. Unlike public companies, which are valued as the multiple of bottom line earnings to the stock price (P/E or price to earnings), private companies are valued as the multiple of EBITDA to the price of the stock.

There is no simple conversion factor that will convert an EBITDA multiple to a P/E for all companies, but in general, a factor of 2 is appropriate. Thus, a private company selling for an EBITDA multiple of 6 is priced about as richly as a public company with a P/E of 12.

**EBITDA Multiples:** The ratio of a private company's top line earnings to the price of its shares. See EBITDA above.

**Enterprise Value:** A measure of a company's value, often used as an alternative to straightforward market capitalization. Enterprise Value is calculated as market cap plus debt, minority interest and preferred shares, minus total cash and cash equivalents.

**Exploratory Well:** A well drilled to find and produce oil or gas in an unproven area or expand production of a previously known reservoir.

**Fee Income:** The General Partners in a private markets partnership generally receive two types of compensation: fee income as payment for their portfolio management services, and a share of any profits (carried interest) as incentive compensation.

**Fuel Cell:** A device that captures the electricity generated from a chemical reaction between a fuel and an oxidant. An example is a hydrogen fuel cell, which uses hydrogen as the fuel and oxygen as the oxidant to produce electricity and water.

**Fund of Funds:** A private markets partnership that consists primarily of investments in other partnerships, as opposed to direct investments in individual companies and deals. The General Partners of a fund of funds thus act as a manager of managers to create a diversified portfolio of partnerships, each of which in turn consists of a portfolio of direct investment deals.

Although a fund of funds is a collection of partnerships, the fund of funds itself is a partnership, and therefore has a vintage year, a commitment period, a distribution phase, and a final end. Thus, fund of funds have finite lifetimes, just like their underlying partnerships.

The advantages of a fund of funds are high diversification and "one stop shopping," i.e., the client has a single relationship with the fund of funds manager.

The disadvantages of fund of funds are higher costs (another entire layer of management fees and carried interest), an additional loss of liquidity, and an additional loss of control by the Limited Partners. Just as with direct private markets funds, a fund of funds is organized as a blind pool. That is, when a new fund of funds is announced, and a subscription target set, early investors do not know what specific sub-funds will be selected by the manager. Generally, the Private Placement Memorandum gives the General Partner almost unlimited latitude in making subsequent investments.

**General Partner:** The control partner in private equity partnerships, analogous to the portfolio manager in a public stock portfolio. Under the IRS code, the General Partner must commit some personal capital to the partnership (a minimum of 1% of the partnership's committed capital), and unlike the Limited Partners, is liable for leverage and other losses generated by the partnership.

**Geothermal Energy:** Energy extracted from the earth's interior to produce heat and electricity. Applications of geothermal energy include conventional geothermal (use of steam to drive turbines), geothermal heat pumps (pipes sunk beneath the earth's surface to act as a heat exchanger during the warmer and colder seasons), and direct heat (hot water pumped from the earth for use as a heat source).

**Greenfield:** A project without an operating history. Some of the initial outlay may be to the public entity, but the majority is used for construction. Greenfield opportunities may take an exceptionally long time to come to fruition. Meketa Investment Group categorizes a Fund as Greenfield if the Fund's investment strategy calls for over 65% of its underlying investments to be in greenfield assets.

**Growth (Expansion Capital):** A strategy that entails providing capital to a private company with the intention that the capital be used to expand operations. Generally, expansion capital strategies result in minority equity positions in companies, but with some degree of control over how the expansion capital is spent.

**Hedging:** Strategy used to limit or offset exposure to pricing risk of an underlying commodity. A common way to execute this strategy is through the use of futures contracts, a financial derivative that allows for the sale of a commodity at a pre-specified price in the future, whether or not the market price increases or decreases at the time. Counterparties to the futures contracts are speculators who are willing to accept the risk of price fluctuations in exchange for the potential upside.

**High-rise:** In the central business district, this could mean a building higher than 25 stories above ground level, but in suburban markets, it generally refers to buildings higher than seven or eight stories.

**Hurdle Rate:** The minimum rate of return that the Limited Partners must receive before the General Partners have a right to a share of any additional profits (carried interest) produced by the partnership's investments. For example, the partnership may specify that once the Limited Partners have received distributions representing an 8% total return on their commitment (the hurdle rate), the General Partner will share in all future distributions until they have been allocated 80% to the Limited Partners, and 20% to the General Partners (their carried interest).

**Hydro Energy:** Energy derived from the natural movement of falling or flowing water. The most common form of hydro energy comes from dammed water driving a turbine and generator to produce electricity. Once a hydroelectric complex is built, no direct waste is produced.

**Hydrocarbon:** A hydrogen and carbon compound created from the decomposition of organic material over time. Most hydrocarbons are found naturally in fossil fuels such as crude oil, natural gas, and coal.

**Improvements:** In the context of leasing, the term typically refers to the improvements made to or inside a building but may include any permanent structure or other development, such as a street, sidewalk, utilities, etc.

**Independent Oil Company:** A company involved in the exploration, production, and development of oil and natural gas that is not a Major Oil Company.

**In-Kind Distribution:** Most distributions from private equity partnerships are in cash. However, in some cases, a private deal will be taken public through an initial public offering (IPO), or through a trade sale for stock to a public company. In these cases, the Limited Partners will receive their distributions in the form of publicly traded common stocks and/or rights and warrants.

**Investment Period:** The period of time after the first closing during which the General Partner will call capital from the Limited Partners and make partnership investments. Legally, the investment period is usually six years. Practically, it is three to four years. Not to be confused with the term of the partnership, generally ten to twelve years.

**IPO (Initial Public Offering):** When a private company issues publicly traded stock, it becomes known as a public company. The initial sale of publicly available stock is called the initial public offering, or IPO.

**IRR (Internal Rate of Return):** The annualized rate of return on capital that is generated or capable of being generated within an investment or portfolio over a period of time, assuming all cash flows can be reinvested at the same rate. Mathematically, the IRR of an investment is the discount rate applied to that investment such that the net present value of the investment is zero. IRR is commonly used to measure profitability by applying the calculation to the after-tax cash flows to arrive at an after-tax equity yield rate.

**J-Curve:** Many private markets partnerships have small negative returns in their first years of operation as capital is invested. The negative returns result because the partnership's investments have not matured and turned a profit, but the partnership has nevertheless experienced various operating costs. When early deals begin to mature and are liquidated at a profit, the partnership's returns should become positive. Thus, the graph of the partnership's returns versus time can resemble the capital letter "J."

**Landfill Methane:** Landfill methane is generated from the decomposition of waste in landfills. Bacteria break down the organic matter, releasing a gas that is rich in methane. By capturing the methane, greenhouse gases released into the atmosphere are reduced, and the gases can be used as an energy source.

**Later Stage Fund:** A venture capital partnership that specializes in investing in startup companies that have already achieved at least some actual revenues, or a venture fund that provides subsequent rounds of venture financing after all of the capital provided in the first rounds has been consumed.

**Lead Investor:** Describes a General Partner who is the “lead” investor in a deal, as opposed to co-investors or follow-on investors. The term implies that the lead investor has taken the lead in sourcing, evaluating, and executing the deal.

**Lease:** An agreement whereby the owner of real property gives the right of possession to another for a specified period of time and for a specified consideration.

**Lease Rate:** The period rental payment to a lessor for the use of assets. It may also be considered as the implicit interest rate in minimum lease payments.

**Leverage:** Many General Partners use both equity capital provided by the Limited Partners and money borrowed from banks or other lenders to finance their investments. Any borrowed money is called leverage. If a deal is successful, leverage can often enhance the returns of the Limited Partners substantially. On the other hand, too much leverage can cripple an investment with interest and financing costs. It is important to note that the Limited Partners are not responsible for the repayment of any borrowed money.

**Leveraged Buyouts:** The purchase of a private or public company wherein the bulk of the purchase price is paid using borrowed money.

**Lifecycle:** The various developmental stages of a property: pre-development, development, leasing, operating and redevelopment (or rehab).

**Limited Partner:** All investors in a Limited Partnership other than the named General Partner are defined under the IRS code as Limited Partners. Limited Partners have only the control rights defined for them in the Private Placement Memorandum, and are generally passive investors in the partnership's deals.

A very important point is that Limited Partner's total liability for all deals made by the partnership are limited strictly by law to the Limited Partner's committed capital. Thus, even if the General Partners borrow a great deal of money (leverage), and lose it all, the lenders have no recourse to the assets of the Limited Partners. In effect, a Limited Partner can lose no more than the amount of money invested.

**Look-Back Provision:** See Claw-Back Provision above.

**Low-rise:** A building with fewer than four stories above ground level.

**Major Oil Company:** One of the original "Seven Sisters" consisting initially of Exxon, British Petroleum, Chevron, Gulf, Mobil, Texaco, and Royal Dutch Shell.

**Market Strategy:** A course of action defined with respect to a particular real estate market phase. For example, consider the market strategy of avoiding real estate transactions when there is an oversupply of space available in the market.

**Market Value:** The most probable price that a property would bring in a competitive and open market under fair sale conditions. Market value also refers to an estimate of this price.

**Mezzanine Financing:** An additional level of financing provided to a private company to expand sales, market share, or develop new products. Most mezzanine financing is structured as a package of high coupon bonds with equity “kickers,” i.e., rights to acquire the company's stock at a favorable price at a future point. Companies seeking mezzanine financing often have substantial revenues, and if not actual profits, the expectation of imminent profitability.

**Midstream:** Portion of the energy chain that transports and stores commodities such as oil and natural gas.

**MMCF:** One million cubic feet.

**Multiples and Multiple Expansion:** Managers purchasing public common stocks often buy companies with low price to earnings multiples when they believe some factor will induce other investors to bid up the price of the stock without an increase in actual earnings, thus causing the price multiple to expand. In the same fashion, a General Partner may purchase a private company with a low EBITDA multiple, expecting to profit through an expansion of that multiple. A typical example of a multiple expansion plan is consolidation. Many small companies, operating independently, may each be priced at relatively low multiples. But if purchased and combined into a larger, cohesive entity, investors might be willing to pay a higher multiple for the aggregate than for any individual component.

**Natural Gas:** A gaseous fossil fuel consisting primarily of methane and other heavier hydrocarbons. Natural gas burns cleaner than oil and coal and is a major source of electricity generation through the use of gas and steam turbines.

**Net Metering:** An arrangement that allows a facility to sell any excess energy it generates back to the electrical grid to offset its consumption.

**Net Operating Income (NOI):** The potential rental income plus other income, less vacancy, credit losses, and operating expenses.

**Oil Sands:** Naturally occurring mixtures of a very dense, tar-like form of petroleum called bitumen and sand or clay. Because of the high production and refining costs associated with oil sands, economic feasibility only occurs with high oil prices.

**OPEC:** OPEC (Organization of Petroleum Exporting Countries) is an oil cartel comprising twelve countries around the world.

**Open-end Fund:** A commingled fund that does not have a finite life, it continually accepts new investor capital and makes new property investments.

**Operator:** The party responsible for managing the asset; may be (and usually is) different than the owner/lessee of the asset.

**Opportunistic:** A phrase generally used by advisers and managers to describe investments in underperforming and/or undermanaged assets that hold the expectation of near-term increases in cash flow and value. Total return objectives for opportunistic strategies tend to be 20% or higher. Opportunistic investments typically involve a high degree of leverage - typically 60% to 100% on an asset basis and 60% to 80% on a portfolio basis.

**Permanent Crops:** Permanent crops include those grown on a tree or vine such as almonds, wine grapes, apples, and oranges. They are usually directly operated to produce higher income returns from crop sales but can carry a higher level of risk.

**PFI:** The Private Finance Initiative specifies a method, developed initially by the U.K. government, to provide financial support for Public-Private Partnerships. This has since been adopted as part of a wider reform program for the delivery of public services which is driven by the WTO, IMF & World Bank as a part of their "deregulation" and privatization drive. In return for their services, the private sector receives payment linked to its performance.

**Pipeline:** A system made of steel piping used to transport oil, gas, and other liquids from one location to another.

**Placement Agent:** Unlike public stock management companies, most of whom utilize an in-house sales force to market their services, private equity partnerships are generally marketed by third-party placement agents. These outside marketing firms and individuals are paid a commission by the General Partner.

**Platform Company:** Some private equity buyout funds attempt to add value by merging companies into larger, more cost efficient enterprises. This strategy generally begins with the acquisition of a platform company, often a market leader, to which other companies are added.

**Possible Reserves:** Reserves of oil or natural gas that have a less likely chance of being recovered than probable reserves. These reserves are often claimed as having a 10% certainty of being produced and are also known as P10 or 3P.

**PPM (Private Placement Memorandum):** Because Limited Partnership interests are not registered with the SEC, private equity managers must distribute a comprehensive document to prospective investors that describes the broad investment thesis of the partnership, and highlights any risks involved in the partnership. This document is called a Private Placement Memorandum.

**PPP:** A Public Private Partnership (or P3) is a system in which a government service or private business venture is funded and operated through a partnership of government and one or more private sector companies. Also referred to as Collective Development Agreements or Alternative Finance Procurement.

**Precious Metals:** Precious metals include gold, silver, palladium, and platinum. These metals have wide industrial uses but are better known for their usage in jewelry, art, and store of value.

**Pre-merch (merchantable):** Logs that do not meet the minimum size, quality, or usable volume required for the commercial sale of timber.

**Privatization:** The transfer of property or control of assets used to provide public services from the public sector to the private sector.

**Probable Reserves:** Probable reserves are those reserves based on median estimates and claim a 50% confidence of recoverability. These reserves are also known as P50 or 2P.

**Producing Well:** A well that produces oil and gas in sufficient quantities such that the revenue generated exceeds the associated production costs and taxes.

**Property Type:** The classification of commercial real estate based on its primary use. The four primary property types are: retail, industrial, office, and multi-family residential.

**Proved Reserves:** Reserves of oil or natural gas that are claimed to have a 90% certainty of being recovered using existing technology. The SEC only allows oil companies to report proved reserves to investors. Proved reserves are also known as P90 or 1P.

**Public to Private:** If a private partnership (or group of private partnerships) purchases all of the outstanding shares of a publicly traded company, the company's shares may be de-listed from the stock exchange. The company is then said to have been "taken private." For example, in June 1989, the private partnership Wings Holdings acquired the public stock of Northwest Airlines in a \$3.65 billion-dollar leveraged buyout. Following this acquisition, Northwest became a privately held corporation for the first time since 1941.

**Pulpwood:** Wood cut and chipped for the manufacturing of paper and paper related products. Pulpwood is typically too small or of insufficient quality for sawtimber and is classified as 6-9" DBH.

**Real Estate Cycles (phases):** The regularly repeating sequence of economic downturns and upturns and associated changes in real estate market transactions tied to market dynamics and changing macroeconomic conditions, whose phases include (in order) recession, recovery, expansion, and oversupply.

**Real Estate Investment Trust (REIT):** An investment vehicle in which investors purchase certificates of ownership in the trust, which in turn invests the money in real property and then distributes any profits to the investors. The trust is not subject to corporate income tax as long as it complies with the tax requirements for a REIT.

Shareholders must include their share of the REIT's income in their personal tax returns. (Barron's Dictionary of Real Estate Terms and Encyclopedia of Real Estate Terms 2nd Edition, Damien Abbott)

**Real Estate Trends:** Long-term movements or tendencies in the demand for commercial real estate (which can typically last for years or decades), usually tied to macro-economic or business cycles.

**Renewable Energy:** Energy derived from natural resources such as solar, wind, geothermal, or biofuels. Unlike oil, natural gas, or coal, these sources of energy are naturally replenished, providing a potential source of cleaner and more sustainable energy.

**Row Crops:** Row crops are those that are planted and harvested annually from the soil, as opposed to trees or vines, and include corn, cotton, rice, soybeans, and vegetables. Row crops are often eligible to receive federal subsidies.

**Sawtimber:** Timber of sufficient size and quality to be cut and harvested for lumber or other solid wood products. Sawtimber is usually derived from trees measuring 14" + DBH.



**Secondary Fund:** Occasionally, a Limited Partner will wish to sell his interest in a partnership before the term of the partnership is completed. Any such sale is termed a secondary market sale. A secondary fund creates a portfolio of partnership interests from earlier partnerships purchased in the secondary market. The advantage of a secondary fund is that it gives investors an opportunity to invest in seasoned partnerships from closed funds of prior vintage years.

**Shadow Tolls:** Payments made by government to the private sector operator of a road based, at least in part, on the number of vehicles using the road. They are currently in operation on some roads in the U.K., and they have also been adopted in other countries.

**Solar Energy:** Source of energy derived from the sun's light and heat. Common solar technologies include photovoltaics (PV) and solar thermal.

**Sponsor:** Every private equity opportunity that Meketa Investment Group evaluates is assigned to a sponsor. This individual, who is a member of Meketa Investment Group's Private Equity Investment Committee, is responsible for the collection of information and the evaluation of the opportunity.

**Submarket:** A segment or portion of a larger geographic market defined and identified on the basis of one or more attributes that distinguish it from other submarkets or locations.

**Take Down/Draw Down:** A take down or a draw down is the same as a capital call.

**Term:** The term of a private partnership is its expected lifetime, and is specified in the Private Placement Memorandum. Most partnerships have a term of ten years, with the option to extend the term once or twice by an additional year if the Limited Partners approve.

The term of a partnership consists of several phases. After the final closing, no new commitments are accepted and the partnership enters the commitment phase or investment phase, legally lasting up to six years, but generally lasting three to four years, during which the individual investments are made. A distribution phase follows, during which mature investments are realized and profits distributed to the partners. The final phase is the liquidation phase, during which all remaining properties and assets are sold in order to terminate the partnership.

**Trade Sale:** The most prevalent exit strategy for many private equity managers involves selling a company in the private markets, usually through an auction process, to other private equity investors or to larger companies. This type of exit is termed a trade sale.

**Turnaround:** A turnaround strategy involves buying a troubled company, usually for a relatively low price, and making significant managerial or organizational changes to better the company's operations and enhance profitability.

**Upstream:** Portion of the energy industry engaged in the exploration, production, and development of crude oil and natural gas reserves.

**Vacancy:** The number of units or space (of a specific commercial type) that are vacant and available for occupancy at a particular point in time within a given market (usually expressed as a vacancy rate).

**Vacancy Rate:** The percentage of the total supply of units or space of a specific commercial type that is vacant and available for occupancy at a particular point in time within a given market.

**Value-added:** A phrase generally used by advisers and managers to describe investments in underperforming and/or undermanaged assets. The objective is to generate 13 % to 18% returns.

**VCOC (Venture Capital Operating Company):** The IRS code defines one category of private partnerships to be venture capital operating companies for tax purposes. The General Partners of VCOCs are not required to register with the SEC as investment advisors. The name venture capital operating company relates only to the partnership's legal and tax structure, and does not imply that the partnership will invest in venture capital deals. For example, a middle market buyout fund, which invests only in mature companies with enterprise values of between \$200 million and \$1 billion, may be structured as a venture capital operating company.

**Veneer:** Continuous sheets of thin wood cut from trees measuring at least 16" + DBH. Veneer is commonly used in the manufacture of furniture and plywood.



**Venture Capital:** Money supplied to entrepreneurs to create new businesses is called venture capital. It is the first stage of financing for any new venture.

Traditionally, the recipient of the venture capital was a small group of entrepreneurs with an idea and a business plan, but no management team, corporate structure, revenues or profits. In the 1990s, however, venture capital was often used to seed established teams of entrepreneurs with well-defined products and in-place corporate structures. Thus, there is great variability in the meaning of venture capital and in the types of deals financed with venture capital money.

**Vintage Year:** The calendar year in which the first cash flow to a partnership occurred. This cash flow can be intended for management fees or investment capital. Vintage year can be used to differentiate the partnerships established over time by a General Partner, to track portfolio commitment pacing, and to benchmark portfolio performance.

**Warrants:** Just like publicly traded companies, private companies may issue warrants to their shareholders or to other groups providing some form of financing. A warrant is the right to purchase shares of the company's stock at a future date at a predetermined price, called the exercise price. Warrants become valuable if the exercise price is below the market price of the stock.

**Wind Energy:** Source of energy derived from wind motion that can be converted to electricity by turning a turbine and generator.