



RETIREMENT BOARD MEETING  
**SPECIAL BOARD MEETING**  
**9:00 a.m.**

October 17, 2013

Retirement Board Conference Room  
The Willows Office Park  
1355 Willow Way  
Suite 221  
Concord, California

THE RETIREMENT BOARD MAY DISCUSS AND TAKE ACTION ON THE FOLLOWING:

1. Pledge of Allegiance.
2. Accept comments from the public.
3. Discussion with consultant and staff regarding managers scheduled to present.
4. Manager presentations:

*Alternatives*

9:15 am - 9:45 am	Adams Street
9:50 am - 10:20 am	Energy Investor Funds
10:25 am - 10:55 am	DBL Investors
10:55 am - 11:15 am	Break

*Fixed Income*

11:15 am - 11:45 am	AFL-CIO
11:50 am – 12:20 pm	Torchlight

5. Miscellaneous
  - a. Staff Report
  - b. Outside Professionals' Report
  - c. Trustees' comments

The Retirement Board will provide reasonable accommodations for persons with disabilities planning to attend Board meetings who contact the Retirement Office at least 24 hours before a meeting.

# Contra Costa County Employees' Retirement Association

October 17, 2013 | Presented by Gary Fencik

40  
YEARS  
PRIVATE  
EQUITY  
LEADER

# Confidentiality Statement and Other Important Considerations

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Past performance is not a guarantee of future results. Any reference to "Outperformance" in the Presentation refers to comparisons of performance of the Investments with benchmark private equity fund performance data provided by the Thomson Reuters Private Equity Fund Performance survey. Projections or forward looking statements contained in the Presentation are only estimates of future results or events that are based upon assumptions made at the time such projections or statements were developed or made. There can be no assurance that the results set forth in the projections or the events predicted will be attained, and actual results may be significantly different from the projections. Also, general economic factors, which are not predictable, can have a material impact on the reliability of projections or forward looking statements.

# Topics for Discussion

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# Adams Street Update

# Organized to Ensure Investment Focus

Executive Committee	
<b>Bon French</b>	Chief Executive Officer
<b>Kevin Callahan</b>	Chief Operating Officer
<b>Gary Fencik</b>	Head of Business Development
<b>Terry Gould</b>	Head of Direct Investments
<b>Quintin Kevin</b>	Chief Financial Officer
<b>Hanneke Smits</b>	Chief Investment Officer

Investment			Client Service		Finance, Performance Reporting, IT and HR	
<b>Primary</b>	<b>Secondary</b>	<b>Direct</b>	<b>Account Management</b>	<b>Legal</b>	<b>Finance</b>	<b>Performance Reporting</b>
David Arcauz Jeff Burgis Adam Chenoweth Arnaud de Cremiers Tom Gladden Doris (Yiyang) Guo Tim Kelly Jim Korczak Kelly Meldrum Sunil Mishra Ross Morrison Sergey Sheshuryak Yar-Ping Soo Piau-Voon Wang Kathy Wanner Morgan Webber	Jeff Akers Troy Barnett Charlie Denison Joe Goldrick Jason Gull Greg Holden Eva Huang Pinal Nicum <b>Associates</b> Nicolo Colombo Sarah Finneran Joel Niekamp Kristof Van Overloop <b>Advanced Analytics</b> Ray Chan Earl Richardson Tobias True Jian Zhang	Tom Berman Thomas Bremner Dave Brett Jeff Diehl Mike Lynn Robin Murray Sachin Tulyani Craig Waslin Dave Welsh Mike Zappert <b>Associates</b> Brian Dudley Andrew Nesbit Marisol Ryu <b>Strategy</b> Miguel Gonzalo	Liz Christensen John Gray Ana Maria Harrison Scott Hazen Jana Monier Isamu Sai <b>Business Development</b> John Kremer	Ben Benedict Tim Bryant Gail Carey Eric Mansell Valencia Redding Sara Robinson Anne Semik <b>Communications</b> Becky Boyer Angela Woodside	Stephen Baranowski Sarah Bass Juan Beltran Lauren Bozzelli Naz Busch Sara Cushing Scott Fisher Marsha Gramata Emilia Gura Lynn Hayden Christopher Larson Alex Lesch Stephanie Paine Lena Pugh Jamie Raibley Scott Rybak Sejal Shah Jason Swanson Christina Totton Rocio Werner Douglas Wong Triste Wyckoff-Heintz	Patty Gallagher Molly Gilchrist Mike Rosa Renee Vogl <b>Information Technology</b> Wayne Aucock Philipp Bohren Curt De Witt Mike Giannangelo Megan Heneghan Derek Piunti <b>Human Resources</b> Carolyn Flanagan Joan Newman Gabrielle Penn

# The Investment Team

**Bon French**  
Chief Executive Officer  
Chicago



**Hanneke Smits**  
Chief Investment Officer  
London



**Terry Gould**  
Head of Direct Investments  
Chicago



## Fund Investments

### Secondary

Jeff Akers Chicago		Troy Barnett Chicago	
Charlie Denison Chicago		Joe Goldrick Chicago	
**Jason Gull Chicago		Greg Holden London	
Eva Huang Singapore		Pinal Nicum London	

### Primary

David Arcauz London		Jeff Burgis Chicago		Adam Chenoweth Chicago	
Arnaud de Cremiers London		Doris (Yiyang) Guo Beijing		Tom Gladden Chicago	
Tim Kelly Chicago		Jim Korczak Chicago		*Kelly Meldrum Menlo Park	
Sunil Mishra Singapore		Ross Morrison London		*Sergey Sheshuryak London	
Yar-Ping Soo Singapore		*Piau-Voon Wang Singapore		*Kathy Wanner Chicago	
Morgan Webber Chicago					

## Direct Investments

### Co-Investments

****Dave Brett Chicago	
Sachin Tulyani London	
Craig Waslin Chicago	

### Venture Capital | Growth Equity

Tom Berman Chicago		Tom Bremner Chicago	
Jeff Diehl Chicago		Mike Lynn Menlo Park	
Robin Murray Menlo Park		Dave Welsh Menlo Park	
Mike Zappert Menlo Park			

### Associates

Nicolo Colombo London	Sarah Finneran Chicago	Joel Niekamp Chicago	Kristof Van Overloop London

### Associates

Dominic Maier London	Chin Bock Seng Singapore	Michael Taylor Chicago	Jared White Chicago	Ling Jen Wu Singapore

### Associates

Brian Dudley Menlo Park	Andrew Nesbit Menlo Park	Marisol Ryu Chicago

## Investment Analytics and Strategy

### Investment Analytics

***Ray Chan Chicago		Earl Richardson Chicago		Toby True Chicago		Jian Zhang Chicago	
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### Strategy

Miguel Gonzalo Chicago	
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\* Member of Primary Investment Committee

\*\* Head of Secondary Investments

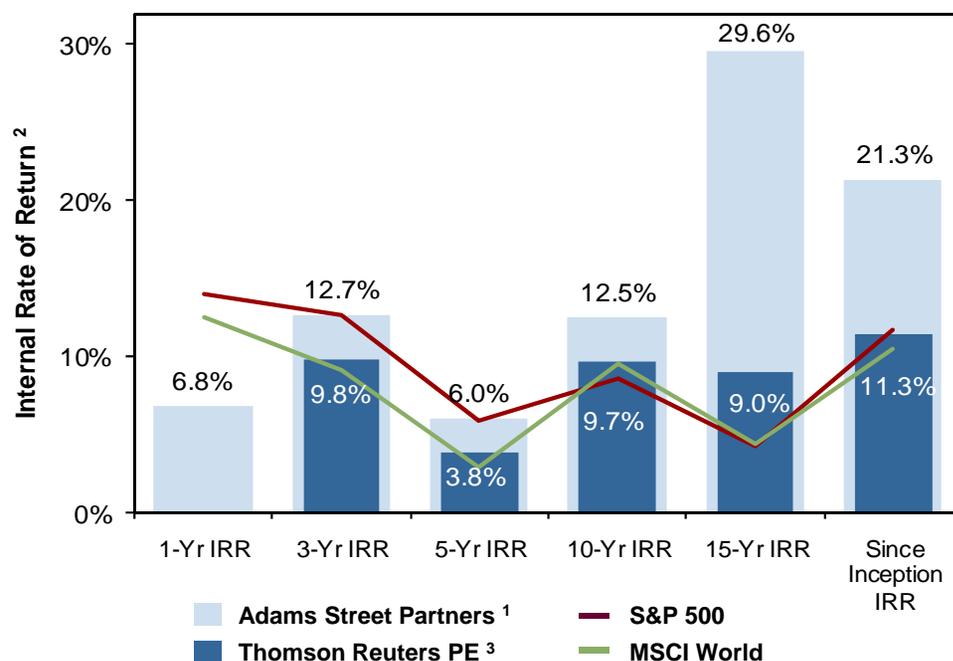
\*\*\* Head of Advanced Analytics

\*\*\*\* Head of Co-Investments

# Performance Over Time

## Primary and Secondary Investments

As Compared to Global Industry Benchmark Data – March 31, 2013



- Inception date: 1979
- \$19.8 billion in commitments
- Over 800 funds
- Over 265 General Partner groups
- Over 145 secondary transactions representing approximately \$2.7 billion

1 This chart, in USD, shows composite performance of private equity fund investments in Adams Street Partners "Core Portfolios" as defined in Note 1 of "Notes to Performance: Primary and Secondary Investments." The returns presented in this chart do not represent returns achieved by any particular Adams Street Partners fund or any investor in an Adams Street Partners fund. For net returns achieved by a representative investor in Adams Street Partners funds, please see the Adams Street Partners Net Performance chart in the notes section of this presentation.

2 IRRs are net of fees, carried interest and expenses charged to the underlying private equity funds, but are gross of Adams Street Partners' fees, carried interest and expenses, which reduce returns to investors. For the effect of Adams Street Partners' fees, carried interest and expenses on Adams Street Partners' fund returns to investors, please see Adams Street Partners Net Performance chart in the notes section of this presentation. There can be no guarantee that unrealized investments will ultimately be liquidated at the values reflected in this return data.

3 The Thomson Reuters Private Equity Fund Performance (formerly known as Venture Economics) survey (August 14, 2013) includes "All Regions" as defined therein (US and EMEA (Europe, Middle East and Africa)) venture capital, buyouts and other funds (numbers subject to change). The Thomson Reuters Private Equity Fund Performance Survey's EMEA (Europe, Middle East and Africa) benchmark data is updated only as of June and December quarter ends; therefore, where March 31 or September 30 benchmark data is provided, the EMEA benchmark data lags one quarter. The Thomson Reuters Private Equity Fund Performance Survey is a recognized source of private equity data that may not include all private equity funds and may include some funds which have investment focuses that Adams Street Partners does not invest in. The Thomson Reuters Private Equity Fund Performance Survey does not include secondary investments in private equity funds.

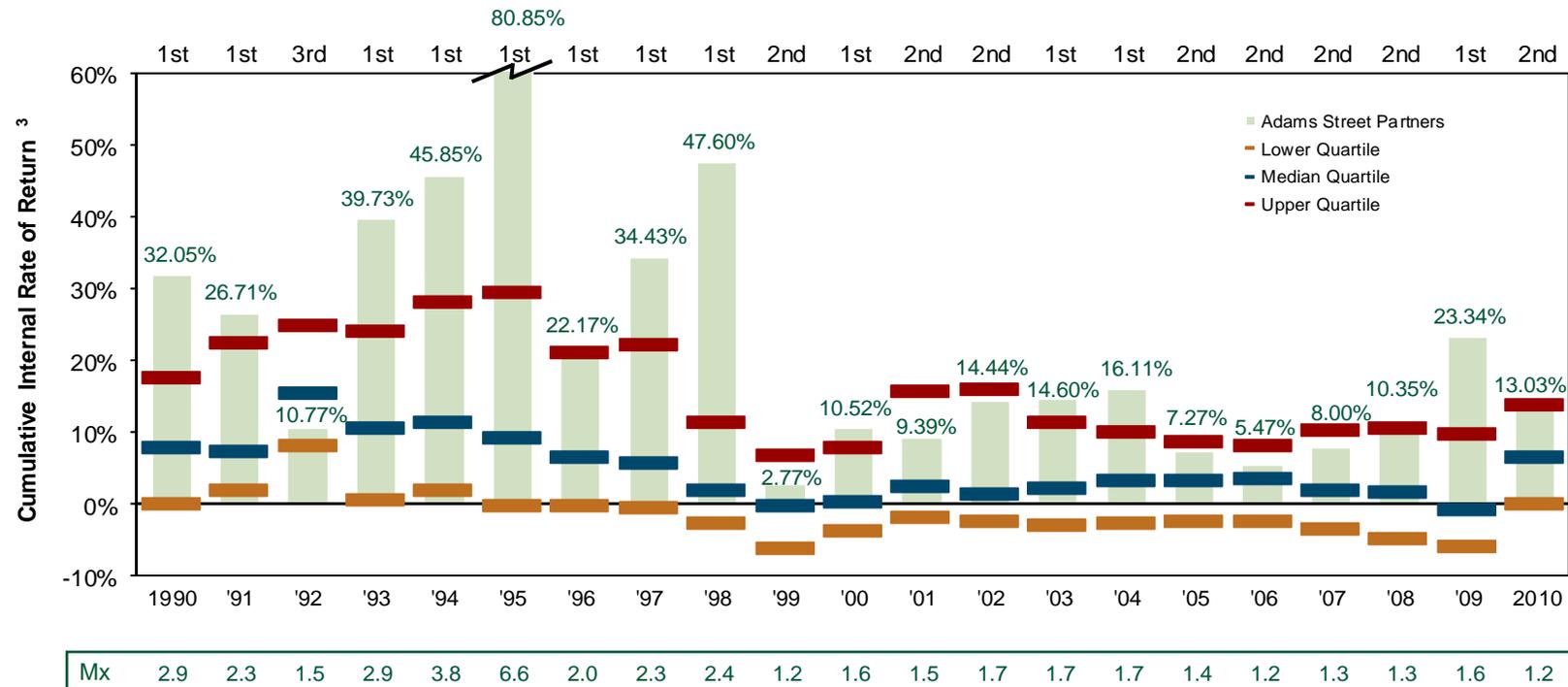
Past performance is not a guarantee of future results.

The page entitled "Notes to Performance: Primary and Secondary Investments," included in this presentation, is an important component of this performance data.

# Vintage-Year Performance Primary and Secondary Investments<sup>1</sup>

As of March 31, 2013

Quartile Ranking <sup>2</sup>



- This chart, in USD, shows composite performance by vintage year of private equity fund investments in the Core Portfolios (as defined in Note 1 of "Notes to Performance: Primary and Secondary Investments") and contains both primary and secondary investments. The returns presented in this chart do not represent returns achieved by any particular Adams Street Partners fund or any investor in an Adams Street Partners fund. For net returns achieved by a representative investor in Adams Street Partners funds, please see the Adams Street Partners Net Performance chart in the notes section of this presentation.
- The Thomson Reuters Private Equity Fund Performance Survey (sourced August 14, 2013) includes "All Regions" as defined therein (US and EMEA (Europe, Middle East and Africa) venture capital, buyouts and other funds (numbers subject to change). The Thomson Reuters Private Equity Fund Performance Survey's EMEA (Europe, Middle East and Africa) benchmark data is updated only as of June and December quarter ends; therefore, where March 31 or September 30 benchmark data is provided, the EMEA benchmark data lags one quarter. The Thomson Reuters Private Equity Fund Performance Survey is a recognized source of private equity data that may not include all private equity funds (and typically does not include private equity funds whose primary market is Asia) and may include some funds which have investment focuses that Adams Street Partners does not invest in. The Thomson Reuters Private Equity Fund Performance Survey does not include secondary investments in private equity funds.
- Capital-weighted annualized returns from inception through quarter end. IRRs are net of fees, carried interest and expenses charged to the underlying private equity funds, but are gross of Adams Street Partners' fees, carried interest and expenses, which reduce returns to investors. Net returns are not calculated on a vintage year basis as no investor is allocated a single vintage year. For the effect of Adams Street Partners' fees, carried interest and expenses on Adams Street Partners' fund returns to investors, please see the Adams Street Partners Net Performance chart in the notes section of this presentation. There can be no guarantee that unrealized investments will ultimately be liquidated at the values reflected in this return data. These returns may not be linked. Performance for vintage years later than 2010 is not shown because performance early in a fund's life is not generally meaningful due to fee drag and immature investments.

The page entitled "Notes to Performance: Primary and Secondary Investments," included in this presentation, is an important component of this performance data.



# Portfolio Review

# Contra Costa County Employees' Retirement Association

Subscription: \$289,565,614

Total Portfolio as of March 31, 2013

	Subscription	Investment Commitments	Amount Draw n	Amount UnDraw n	Market Value (NAV)	Distributions Received (D)	Total Value (NAV + D)	Gross IRR Since Inception	Net IRR Since Inception	Inception Date	Total Value / Amount Draw n
1996 BPF Trust Subscription	\$29,930,782	\$30,260,499	\$29,216,274	\$714,508	\$1,149,431	\$53,945,989	\$55,095,420	16.95%	14.33%	3/1996	1.89x
2000 BPF Trust Subscription	\$14,776,813	\$14,905,915	\$14,127,818	\$648,994	\$5,517,963	\$17,492,852	\$23,010,815	9.49%	7.37%	10/1999	1.63x
2001 BPF Trust Subscription	\$14,858,019	\$14,949,531	\$14,173,317	\$684,703	\$7,543,021	\$16,204,817	\$23,747,838	11.06%	8.79%	12/2000	1.68x
BPF Trust Program Participant Total	\$59,565,614	\$60,115,945	\$57,517,409	\$2,048,205	\$14,210,415	\$87,643,657	\$101,854,072	14.46%	11.79%		1.77x
ASP 2004 US Fund	\$11,250,000	\$11,280,092	\$10,293,750	\$956,250	\$7,478,990	\$6,127,389	\$13,606,379	8.46%	6.24%	3/2004	1.32x
ASP 2004 Non-US Fund	\$3,750,000	\$3,714,460	\$3,442,875	\$307,125	\$2,574,333	\$1,940,744	\$4,515,077	8.82%	6.36%	2/2004	1.31x
2004 Participant Total	\$15,000,000	\$14,994,552	\$13,736,625	\$1,263,375	\$10,053,323	\$8,068,133	\$18,121,456	8.55%	6.27%		1.32x
ASP 2005 US Fund	\$10,500,000	\$10,494,553	\$9,360,750	\$1,139,250	\$7,687,783	\$3,750,361	\$11,438,144	7.03%	4.81%	2/2005	1.22x
ASP 2005 Non-US Fund	\$4,500,000	\$4,560,184	\$4,052,250	\$447,750	\$3,654,824	\$1,342,466	\$4,997,290	7.02%	4.86%	3/2005	1.23x
2005 Participant Total	\$15,000,000	\$15,054,737	\$13,413,000	\$1,587,000	\$11,342,607	\$5,092,827	\$16,435,434	7.03%	4.83%		1.23x
ASP 2007 US Fund	\$22,000,000	\$21,930,938	\$17,072,000	\$4,928,000	\$15,324,157	\$6,437,125	\$21,761,282	11.93%	8.68%	1/2007	1.27x
ASP 2007 Non-US Fund	\$14,000,000	\$14,026,839	\$9,583,000	\$4,417,000	\$9,559,303	\$1,174,040	\$10,733,343	6.73%	3.72%	1/2007	1.12x
ASP 2007 Direct Fund	\$4,000,000	\$4,000,000	\$3,690,000	\$310,000	\$3,178,095	\$1,199,225	\$4,377,320	8.37%	4.11%	1/2007	1.19x
2007 Participant Total	\$40,000,000	\$39,957,777	\$30,345,000	\$9,655,000	\$28,061,555	\$8,810,390	\$36,871,945	9.78%	6.42%		1.22x
ASP 2009 US Fund	\$25,000,000	\$21,316,896	\$11,075,000	\$13,925,000	\$11,467,104	\$2,104,556	\$13,571,660	19.04%	12.10%	1/2009	1.23x
ASP 2009 Non-US Developed Fund	\$15,000,000	\$11,819,614	\$5,145,000	\$9,855,000	\$4,898,511	\$511,947	\$5,410,458	13.51%	3.61%	6/2009	1.05x
ASP 2009 Emerging Markets Fund	\$5,000,000	\$4,400,725	\$1,772,500	\$3,227,500	\$1,516,857	\$0	\$1,516,857	-3.48%	-10.15%	3/2009	0.86x
ASP 2009 Direct Fund	\$5,000,000	\$5,000,000	\$3,310,000	\$1,690,000	\$3,732,768	\$609,853	\$4,342,621	22.94%	13.34%	1/2009	1.31x
2009 Participant Total	\$50,000,000	\$42,537,236	\$21,302,500	\$28,697,500	\$21,615,240	\$3,226,356	\$24,841,596	17.53%	9.31%		1.17x
ASP 2012 Global Fund	\$40,000,000	\$13,327,346	\$2,856,000	\$37,144,000	\$2,639,578	\$0	\$2,639,578	8.10%	-13.37%	2/2012	0.92x
ASP Program Participant Total	\$160,000,000	\$125,871,648	\$81,653,125	\$78,346,875	\$73,712,303	\$25,197,706	\$98,910,009	9.70%	6.27%		1.21x
Global Opportunities Secondary Fund II	\$30,000,000	\$30,273,435	\$25,605,000	\$4,395,000	\$30,306,168	\$6,694,364	\$37,000,532	28.15%	24.42%	1/2009	1.45x
Global Secondary Fund 5	\$40,000,000	\$2,448,895	\$1,880,000	\$38,120,000	\$1,867,888	\$0	\$1,867,888	9.13% *	-0.64% *	9/2012	0.99x
Secondary Program Participant Total	\$70,000,000	\$32,722,330	\$27,485,000	\$42,515,000	\$32,174,056	\$6,694,364	\$38,868,420	27.95%	23.94%		1.41x
Grand Total	\$289,565,614	\$218,709,923	\$166,655,534	\$122,910,080	\$120,096,774	\$119,535,727	\$239,632,501	13.68%	10.64%		1.44x

1/1/2013– 9/30/2013

Draws: \$10.4 Million

Distributions: \$13.9 Million

PME \*\* 7.49%

Added Value 3.15%

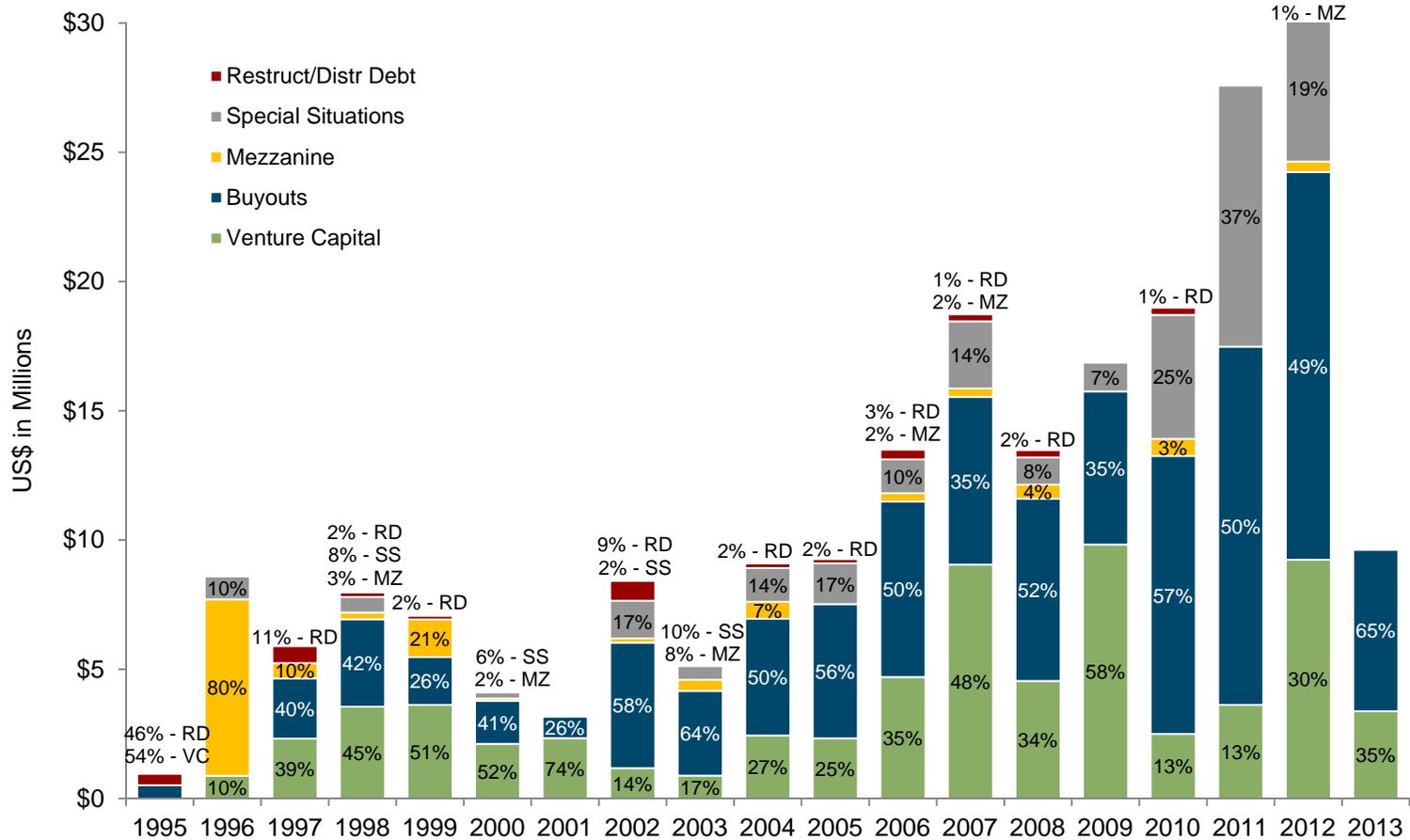
\* Change in value over amount invested. Internal rates of return are not calculated for funds less than one year old.

\*\* Public Market Equivalent based on S&P 500 linked by cash flow equivalents.

Performance early in a fund's life is not generally meaningful due to fee drag and immature investments.

# Contra Costa County Employees' Retirement Association

Diversification of Investment Commitments by Vintage Year in USD  
Total Portfolio as of March 31, 2013



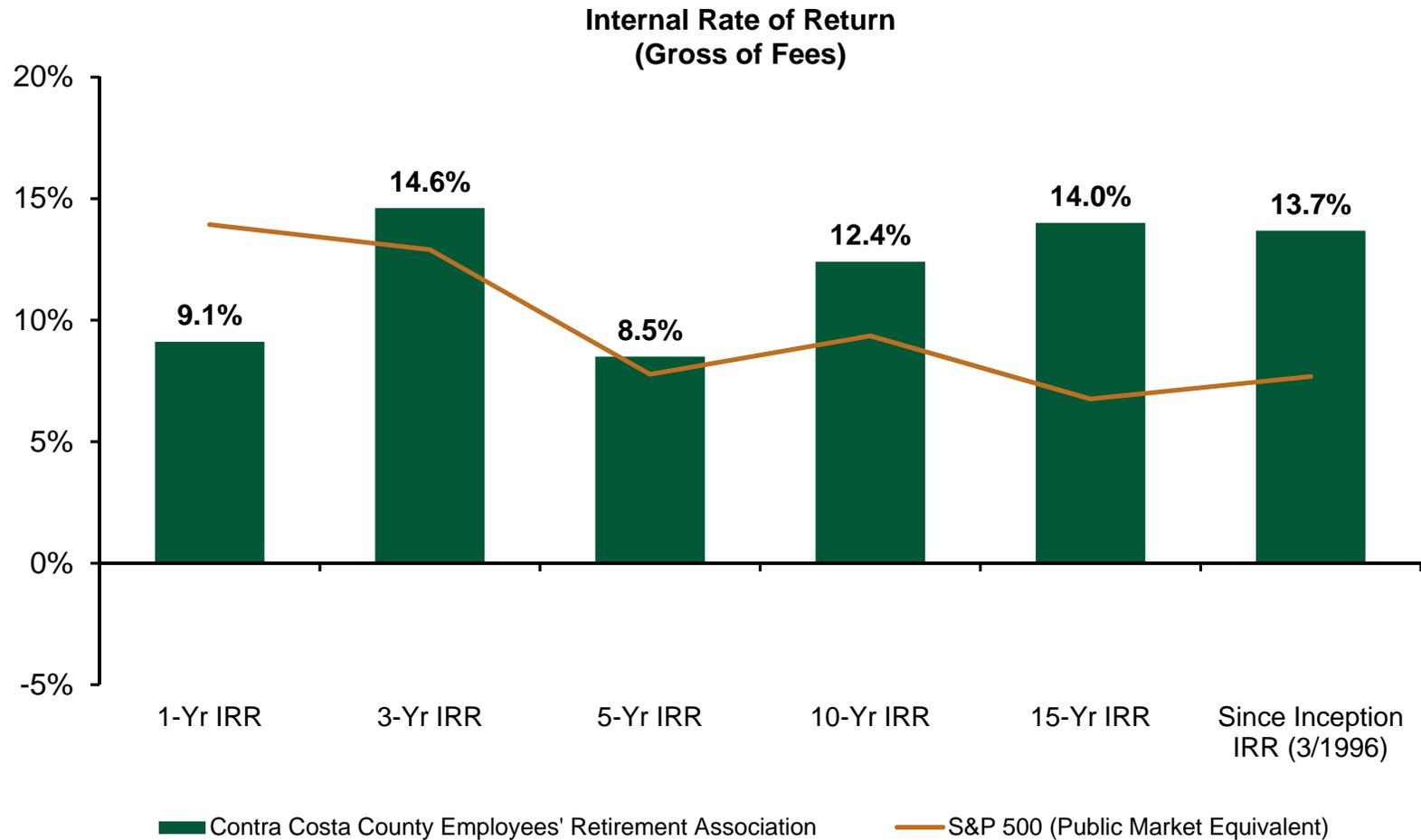
Partnership IRR @ 3/31/13  
Venture Economics PE Quartile\*

-1.4%	18.9%	39.1%	40.8%	3.3%	9.7%	7.9%	15.3%	14.0%	16.4%	8.2%	5.3%	7.2%	10.3%	22.2%	21.7%	N/A	N/A	N/A
4 <sup>th</sup>	2 <sup>nd</sup>	1 <sup>st</sup>	1 <sup>st</sup>	2 <sup>nd</sup>	1 <sup>st</sup>	2 <sup>nd</sup>	2 <sup>nd</sup>	1 <sup>st</sup>	1 <sup>st</sup>	2 <sup>nd</sup>	2 <sup>nd</sup>	2 <sup>nd</sup>	2 <sup>nd</sup>	1 <sup>st</sup>	1 <sup>st</sup>	N/A	N/A	N/A

\* All US and European private equity

# Contra Costa County Employees' Retirement Association

Intraperiod Returns – in USD  
Total Portfolio as of March 31, 2013



Note: Public market equivalent is S&P 500 linked by cash flows.

# Contra Costa County Employees' Retirement Association

Annualized General Partners Returns – in GBP  
Total Portfolio as of March 31, 2013

	Contra Costa County Employees' Retirement Association						Benchmark**					Public Market Equivalent***
	1-Year	3-Year	5-Year	10-Year	15-Year	Since Inception	3-Year	5-Year	10-Year	15-Year	Since Inception	Since Inception
<b>All Private Equity</b>	9.4%	15.3%	8.8%	13.7%	17.2%	16.7%	10.1%	4.0%	10.1%	8.6%	8.6%	9.1%
<b>Venture Capital</b>	1.3%	12.3%	6.2%	8.6%	66.5%	55.6%	4.8%	0.7%	4.8%	5.5%	5.6%	N/A
Early Stage	0.8%	12.1%	5.2%	6.1%	77.5%	63.6%	3.3%	-0.8%	2.0%	6.0%	6.2%	N/A
Late Stage	2.0%	12.8%	8.2%	15.2%	27.6%	26.8%	5.8%	1.8%	7.0%	5.3%	5.4%	N/A
<b>Non-Venture Capital</b>	12.8%	16.6%	10.0%	16.4%	13.4%	13.2%	11.0%	4.6%	11.5%	9.3%	9.3%	7.1%
Leveraged Buyout	12.3%	16.0%	9.5%	17.8%	14.0%	13.9%	11.6%	4.1%	11.4%	9.0%	9.1%	6.6%
Other*	13.6%	17.9%	11.4%	14.0%	12.5%	12.3%	10.7%	7.4%	11.6%	10.3%	10.3%	8.0%

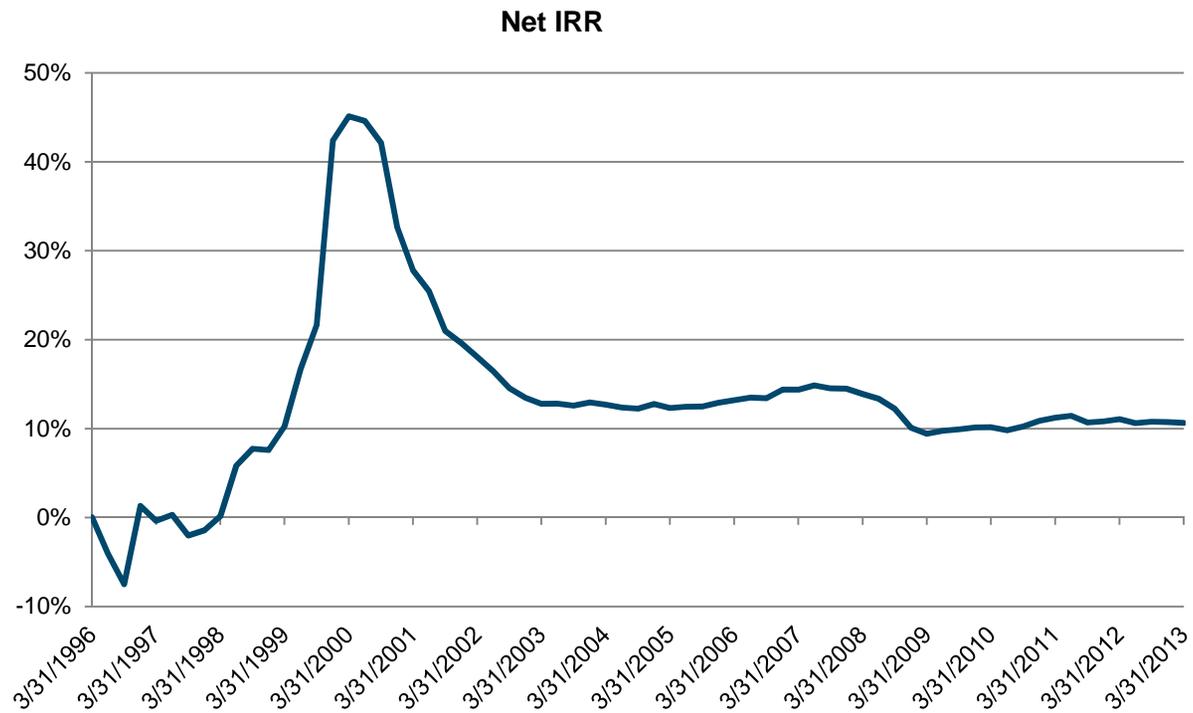
\* Includes Mezzanine, Distressed Debt and Special Situations

\*\* Includes all US and European private equity in vintage years 1995 - 2013

\*\*\* PME is based on S&P 500 linked by cash flow equivalents

# Contra Costa County Employees' Retirement Association

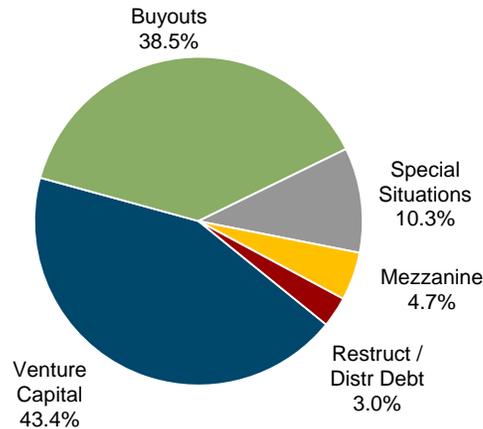
As of March 31, 2013



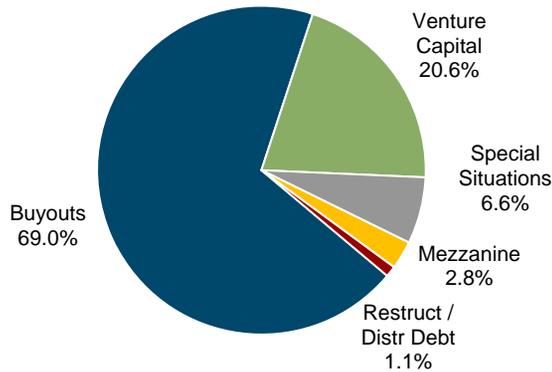
# Contra Costa County Employees' Retirement Association

Diversification of Investment Commitments\*  
Total Portfolio as of March 31, 2013

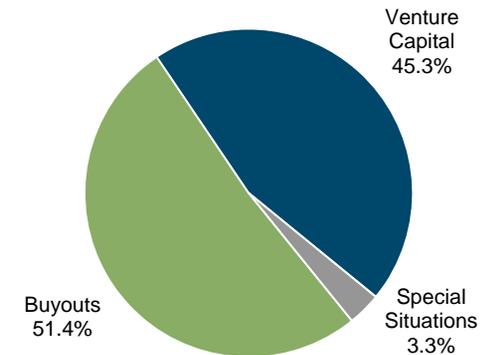
**Primary Partnerships  
by Subclass – US**



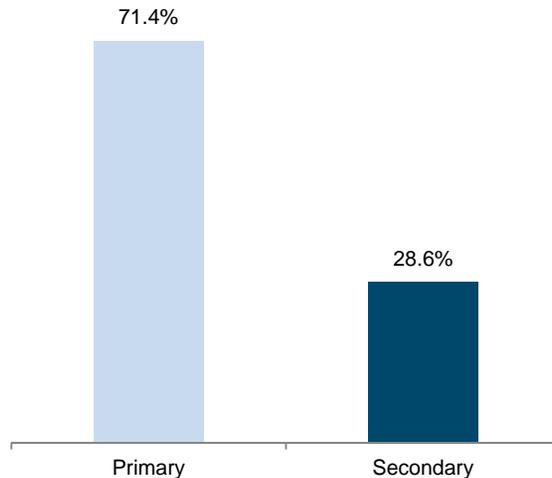
**Primary Partnerships  
by Subclass – Developed**



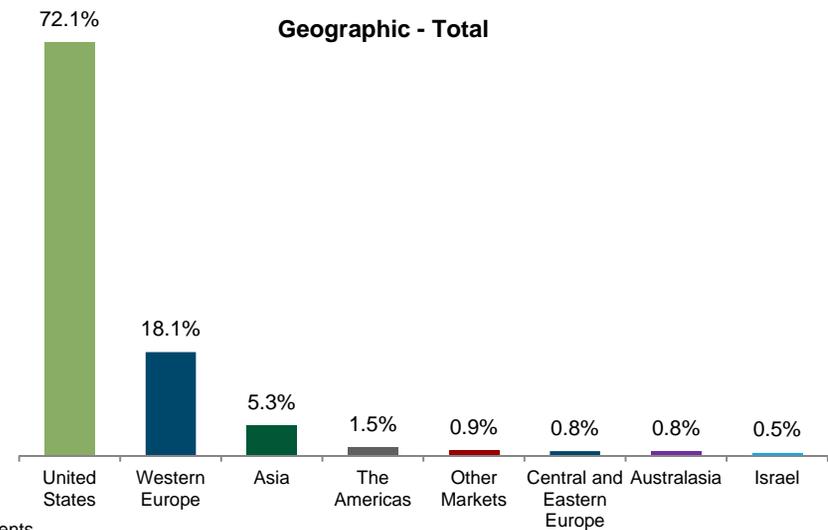
**Primary Partnerships  
by Subclass – Emerging**



**Primaries and Secondaries - Total**



**Geographic - Total**



\* Calculated by applying the participant's respective ownership percentage to the underlying investment commitments.



# Private Equity Industry Update

# 2013 Opportunities

## ■ Buyouts in US and Europe

- Fundraising periods extended, selective groups still raising large funds but typically smaller than prior fund
- Interesting spinout opportunities continue, due to organizational turmoil and/or difficult fundraising processes
- Opportunity to strengthen ASP relationship with GPs, resulting in more influence, access priority and information
- Continued focus on smaller end of market in both US and Europe, including more sector-focused strategies

## ■ Venture

- Good opportunities remain to back high quality managers, including in emerging markets

## ■ Emerging Markets

- Emerging markets present compelling opportunities in the long run notwithstanding short term challenge due to large capital inflow

## ■ Secondaries

- Volume continues to be driven by larger pension and financial institution portfolios
- After pause in H2 2012, pipeline of targeted assets is robust and supply expected to be strong in 2013-2014

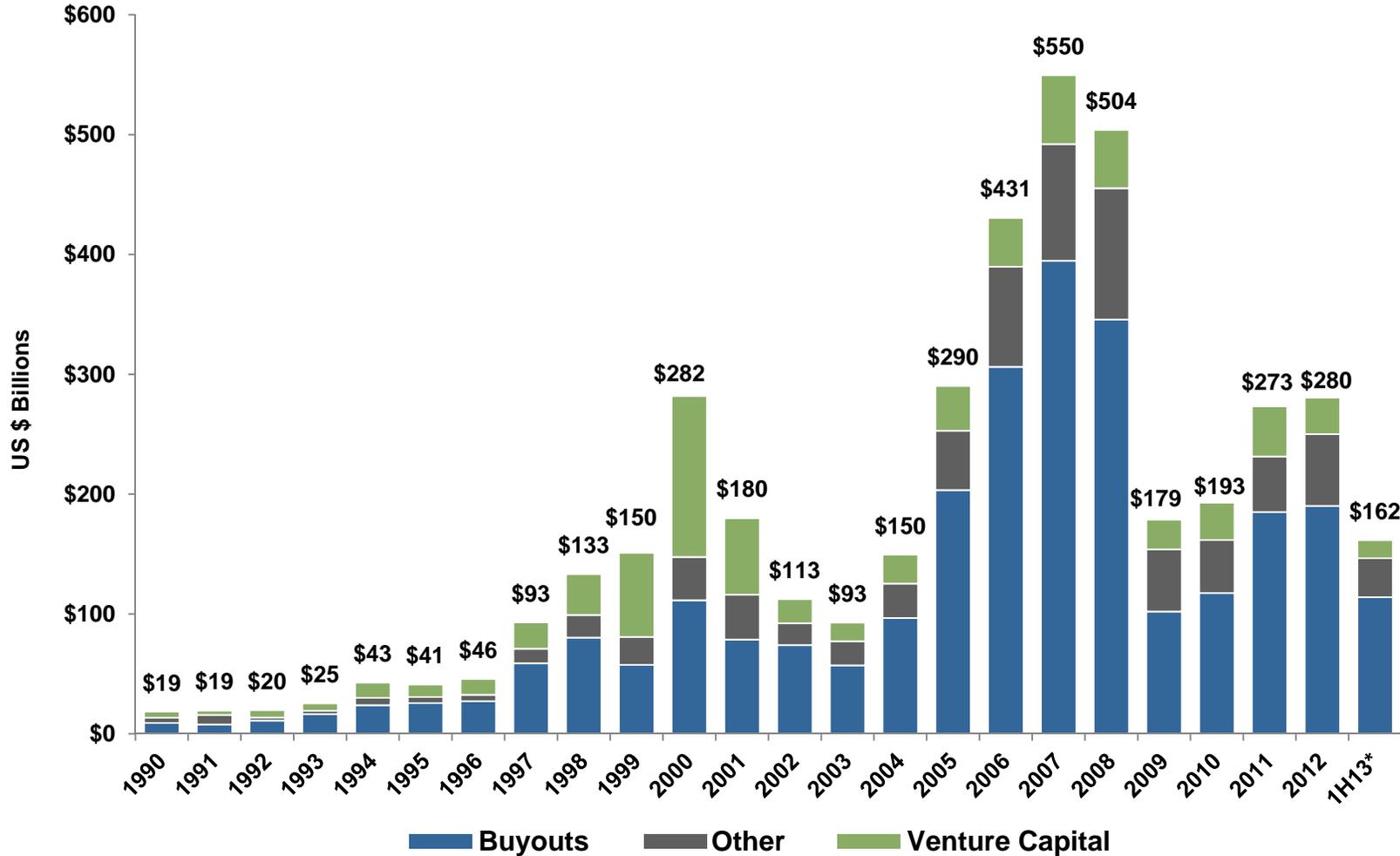
## ■ Co-Investments

- Reduced fund sizes in market bode well for co-investment deal flow

**Innovation, globalization and restructuring remain attractive long term trends**

# Private Equity Capital Raised Globally

As of June 30, 2013

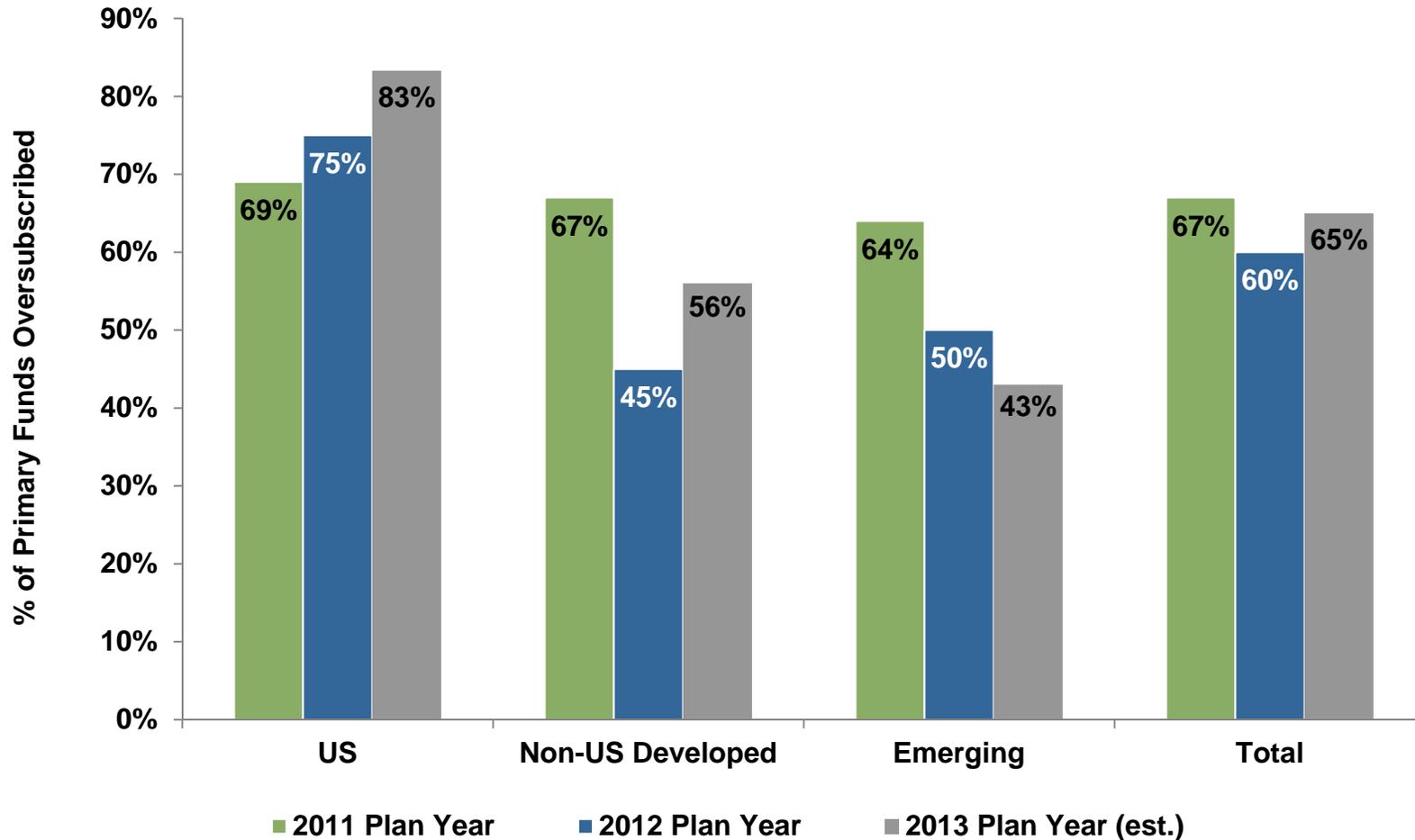


**Challenging fundraising environment continues, especially in venture, Europe and Asia**

\* Includes US, Europe and Latin America data as of June 30, 2013. Asia data as of March 31, 2013. Sources: Private Equity Analyst, Thomson Reuters Private Equity Fund Performance Survey; net of general partner fees, carried interest, and expenses. Asian Venture Capital Journal.

# Access to Best Funds is Key

ASP Statistics and Projections for 2011 – 2013



\*Sources: Adams Street Partners' ("ASP") internal data as of December 31, 2012 and ASP estimates.

"Plan Year" refers to the year in which the investment decision is made. Percentage reflects primary investments by ASP funds investing in the above Plan Years.

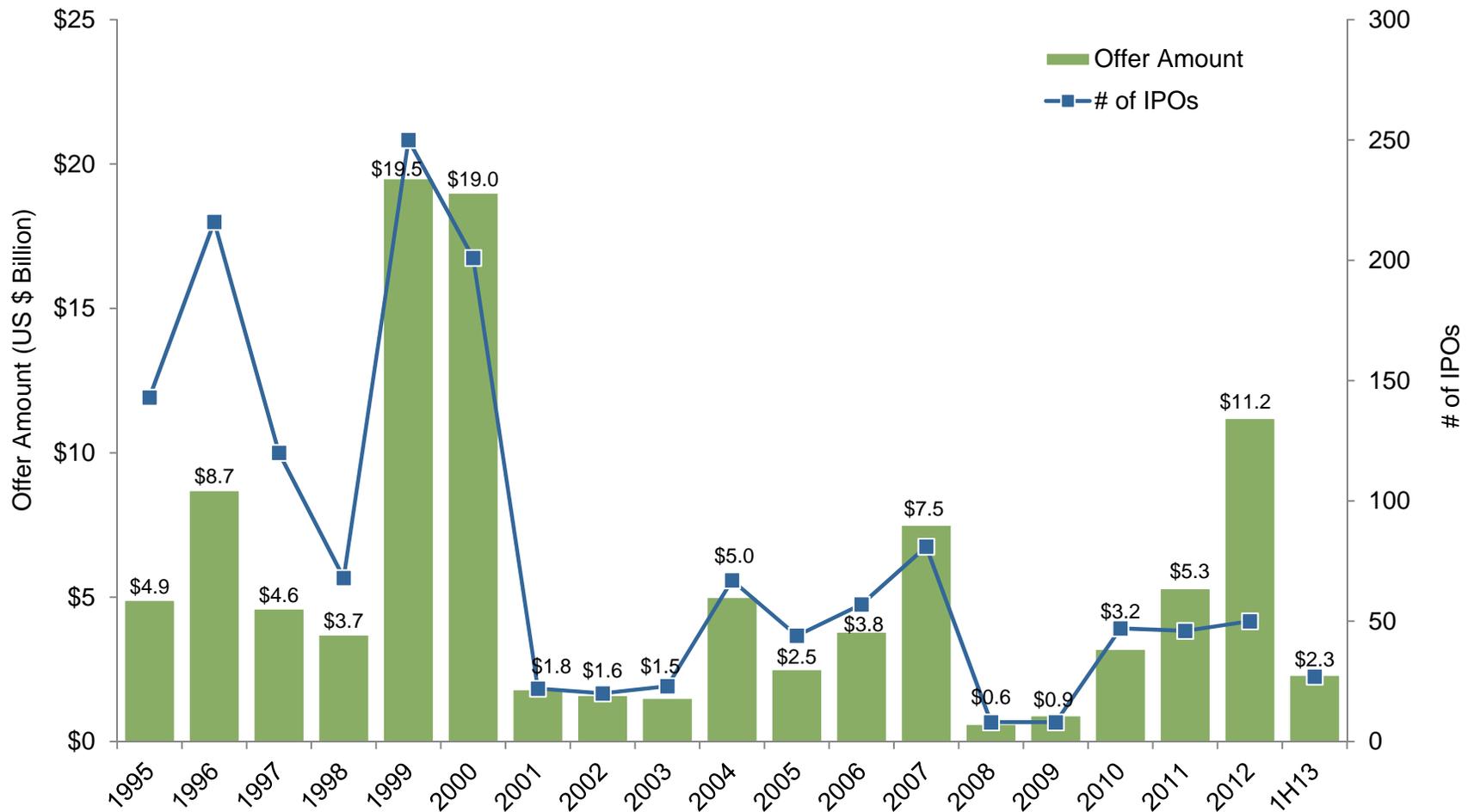
# US Market Improving

Venture Capital

- Fundraising continues to be tough for most GPs
- Positive environment and performance outlook for our GPs
- Increase in valuations, especially for later stages
- Improving exit dynamics, but IPO market still limited following Facebook

# Venture-Backed Initial Public Offerings

As of June 30, 2013

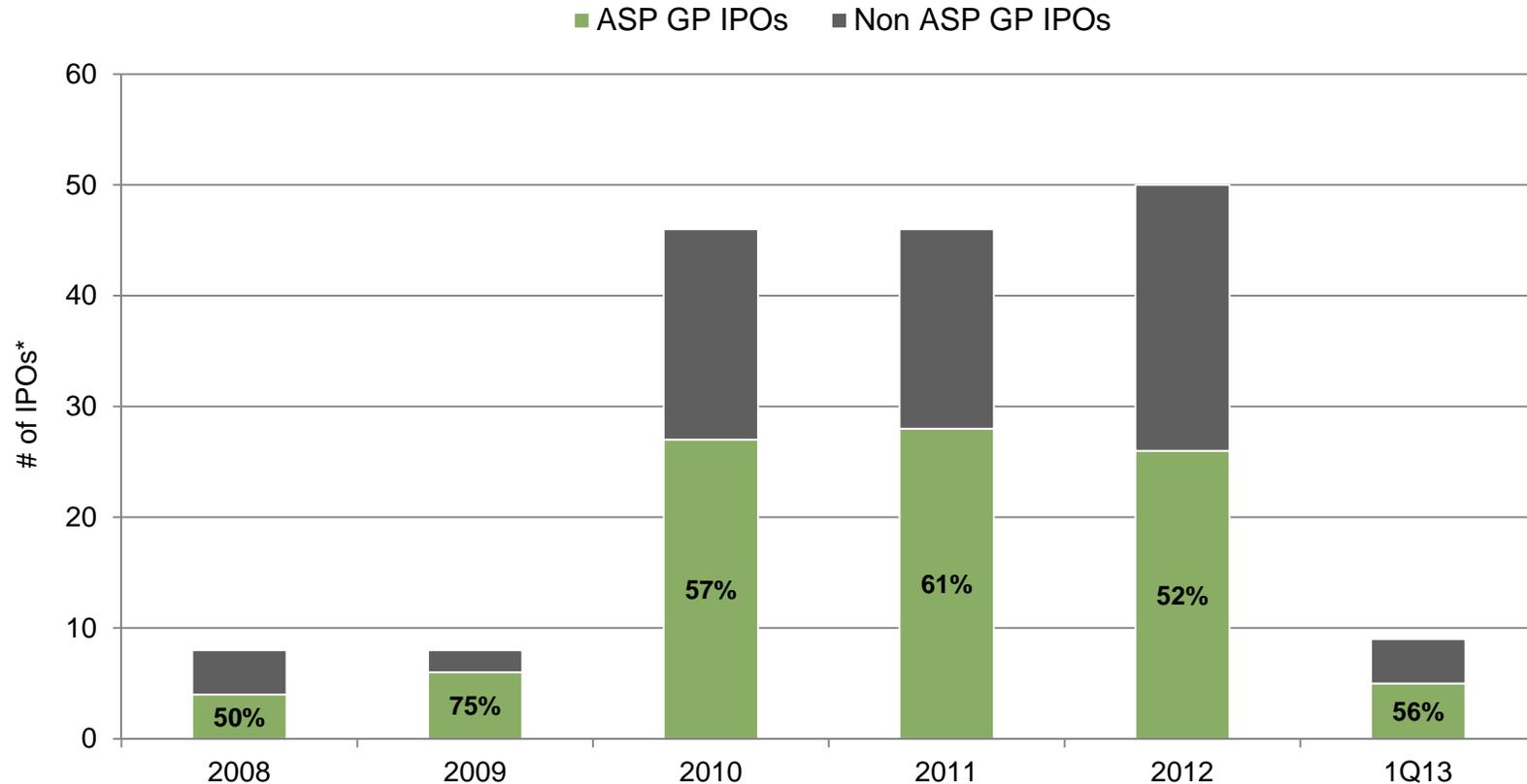


**Number of IPOs 1H13 on pace for highest year since 2007;  
Facebook was a large part of 2012 dollars**

Source: VentureSource

Note: Includes all IPOs of US-based companies going public on any exchange, including exchanges outside the United States.

# Adams Street Has Strong Share of Venture-Backed US IPOs<sup>1</sup>



**Adams Street has captured more than 50% of the US venture-backed IPOs while having only invested in ~5% of the venture funds raised**

\* All IPOs of US-based companies going public on any exchange, including exchanges outside the United States, owned by venture capital funds in which Adams Street Partners' Core Portfolios invested on a primary basis. "Core Portfolios" are funds and separate accounts (excluding special mandate funds and non-discretionary separate accounts) of which Adams Street Partners is the general partner, manager or investment adviser (as applicable) and for which Adams Street Partners makes discretionary investments in private equity funds. Core Portfolios include separate accounts no longer with Adams Street Partners.

Source: VentureSource

# Europe - Challenging Year as Uncertainty Bites

- **Difficult fundraising environment**
- **Overall slowdown with increasing North / South divide**
- **Reliance on secondary buyouts exits**
- **Venture investing remains restricted to a handful of managers**

# A Year of Transition for Emerging Markets

- A more muted year for both fundraising and investments
- Decline in exit opportunities
- Healthy brake from euphoria of previous years
- Long-term fundamentals remain strong
- Increased diversification in ASP EM portfolio



# Appendix

# Gary Fencik

Partner, Chicago



**EDUCATION:**

Yale University, BA

Northwestern University,  
MBA

**YEARS OF INVESTMENT/  
OPERATIONAL EXPERIENCE:**

25

- As Head of Business Development, Gary's responsibilities focus on the development of institutional client and consultant relationships and working with other members of the client service team to serve the needs of Adams Street Partners' clients. He is also involved in prioritizing the strategic initiatives of the Firm.
- Gary joined Adams Street Partners in 2001 after five years as Managing Director of Business Development at Brinson Partners/UBS Global Asset Management where he was responsible for business development in North America and consultant relationships on a global basis.
- Gary spent twelve seasons with the Chicago Bears football club and was co-captain of the 1985 Super Bowl Champion Team.
- Gary is a member of the Adams Street Partners Executive Committee.

# Adams Street Partners Net Performance



Representative Subscriber Performance  
As of March 31, 2013

	Subscriber Gross IRR	Subscriber Net IRR	PME*	Subscriber Net Multiple
Brinson Partnership 1996 Subscription	16.95%	14.25%	N/A	1.69x
Brinson Partnership 1997 Subscription	15.24%	12.29%	N/A	1.62x
Brinson Partnership 1998 Subscription	6.99%	5.10%	N/A	1.34x
Brinson Partnership 1999 Subscription	7.76%	5.83%	3.6%	1.38x
Brinson Partnership 2000 Subscription	9.49%	7.37%	4.6%	1.45x
Brinson Partnership 2001 Subscription	11.06%	8.78%	5.6%	1.51x
Adams Street Partnership Fund - 2002 Non-U.S. Fund, LP	14.99%	12.17%	7.8%	1.64x
Adams Street Partnership Fund - 2002 U.S. Fund, LP	10.54%	8.07%	5.4%	1.46x
Adams Street Partnership Fund - 2003 Non-U.S. Fund, LP	13.32%	10.42%	4.6%	1.50x
Adams Street Partnership Fund - 2003 U.S. Fund, LP	9.47%	7.04%	5.0%	1.37x
Adams Street Partnership Fund - 2004 Non-U.S. Fund, LP	8.82%	6.36%	2.6%	1.31x
Adams Street Partnership Fund - 2004 U.S. Fund, LP	8.46%	6.24%	5.3%	1.32x
Adams Street Partnership Fund - 2005 Non-U.S. Fund, LP	7.03%	4.84%	1.4%	1.23x
Adams Street Partnership Fund - 2005 U.S. Fund, LP	7.03%	4.80%	5.9%	1.22x
Adams Street Partnership Fund - 2006 Non-U.S. Fund, LP	6.39%	3.99%	2.2%	1.16x
Adams Street Partnership Fund - 2006 U.S. Fund, LP	7.14%	4.67%	6.6%	1.19x
Adams Street 2006 Direct Fund, L.P.	2.95%	0.02%	4.8%	1.00x
Adams Street Partnership Fund - 2007 Non-U.S. Fund, LP	6.77%	3.56%	3.9%	1.11x
Adams Street Partnership Fund - 2007 U.S. Fund, LP	11.98%	8.54%	9.3%	1.27x
Adams Street 2007 Direct Fund, L.P.	8.37%	4.11%	6.5%	1.19x
Adams Street Partnership Fund - 2008 Non-U.S. Fund, L.P.	9.35%	3.27%	6.7%	1.08x
Adams Street Partnership Fund - 2008 U.S. Fund, L.P.	18.21%	13.50%	13.1%	1.37x
Adams Street 2008 Direct Fund, L.P.	12.83%	6.75%	11.9%	1.21x
Adams Street Partnership Fund - 2009 Non-U.S. Developed Markets, L.P.	13.88%	2.44%	10.6%	1.03x
Adams Street Partnership Fund - 2009 Non-U.S. Emerging Markets Fund, L.P.	-3.57%	-11.38%	5.8%	0.84x
Adams Street Partnership Fund - 2009 U.S. Fund, L.P.	19.43%	11.50%	15.7%	1.21x
Adams Street 2009 Direct Fund, L.P.	23.13%	13.43%	17.2%	1.31x
Adams Street Partnership Fund - 2010 Non-U.S. Developed Markets Fund, L.P.	15.79%	4.23%	11.8%	1.06x
Adams Street Partnership Fund - 2010 Non-U.S. Emerging Markets Fund, L.P.	-5.71%	-15.93%	5.0%	0.85x
Adams Street Partnership Fund - 2010 U.S. Fund, L.P.	21.62%	12.74%	15.0%	1.20x
Adams Street 2010 Direct Fund, L.P.	14.90%	5.76%	16.2%	1.10x

Note: Subscriber gross and net IRR presents representative subscription performance of a subscriber that followed Adams Street Partners' recommended allocation and pays the highest fees. Gross IRRs are net of management fees, carried interest and expenses charged to the underlying private equity funds, in the case of primary and secondary funds, but gross of Adams Street Partners' management fees and carried interest, which reduce returns to investors. Net IRRs are net of Adams Street Partners' management fees, carried interest and expenses as well as net of management fees, carried interest and expenses charged to the underlying private equity funds (in the case of primary and secondary funds). Capital-weighted annualized returns from inception through quarter end. There can be no guarantee that unrealized investments will ultimately be liquidated at the values reflected in this return data. Each Brinson Partnership Subscription includes fund allocations made within a series of pooled investment vehicles. Performance for vintage years later than 2010 is not shown because performance early in a fund's life is not generally meaningful due to fee drag and immature investments. Past performance is not a guarantee of future results.

\*Public Market Equivalent (PME) is calculated using the S&P 500 Index for Brinson Partnership Subscription, US Funds and Direct Funds; MSCI EAFE (Europe, Australasia, Far East) for Non-US and Non-US Developed Funds; and MSCI Emerging for Non-US Emerging Funds. The PME calculation is based on the subscriber Net IRR cash flows, which reflect the payment of fees, carried interest and expenses. N/A indicates that PME could not be calculated for the subscription.

# Notes to Performance: Primary and Secondary Investments

## Performance Composite

1. **Core Portfolio Composite** - A diversified portfolio of both US and non-US private equity fund investments, both primary and secondary, across various subclasses which include: venture capital, buyouts, mezzanine and special situation funds. "Core Portfolios" are funds and separate accounts (excluding special mandate funds and non-discretionary separate accounts) of which Adams Street Partners is the general partner, manager or investment adviser (as applicable) and for which Adams Street Partners makes discretionary investments in private equity funds. Core Portfolios include separate accounts no longer with Adams Street Partners.
2. A list of all Firm composites is available upon request. The Firm is defined as all portfolios managed by Adams Street Partners, LLC.
3. Returns include the stock distributions received from the underlying primary and secondary investments and are gross of management and performance fees and expenses paid to Adams Street Partners but net of management and performance fees and expenses paid to the general partners of the underlying private equity funds. The underlying private equity funds are audited annually by an independent third party. Due to the graduated nature of fees, as account size increases, the annual percentage fee will decline. Investment returns will be reduced by management and performance fees payable to Adams Street Partners, which are described in Adams Street Partners' Form ADV, Part 2.

#### 4. Fee schedule for 2012 fund of funds program:

Annual Fee	Subscription Amount
100 basis points	First \$25 million
90	Over \$25 million up to \$50 million
75	Over \$50 million up to \$100 million
50	Over \$100 million up to \$150 million
40	Amounts over \$150 million

Investors charged 50% of applicable annual fee in year 1 and 75% of applicable annual fee in year 2. Fees tail down to 90% of the regular fee in year 8, 80% in year 9, etc.

Effective rate over 15-year term: 67 basis points for \$50 million subscription  
60 basis points for \$100 million subscription

10% carried interest on secondary and co-investment purchases only

#### Credit for Prior Subscriptions

A credit amount for prior subscriptions will be applied to new subscription amounts and applied against the management fee schedule. Credit amount equals 75% of the 2011 subscription plus 50% of the 2010 subscription plus 25% of the 2009 subscription.

5. Results include all Core Portfolios including separate accounts no longer with the Firm. No alterations of composites have occurred due to changes in personnel. Portfolios are included in the composite beginning with the first full month of performance to present. Investments made for terminated separate accounts are included in the vintage years through the date at which these investments are liquidated.
6. Prior to January 1, 2001, the Firm was the Private Equity Group of Brinson Partners Inc. On January 1, 2001, a separate legal entity, Adams Street Partners, LLC, was formed to manage the legacy private equity assets. Total Firm assets under management at March 31, 2013 are \$24.6 billion.

### Core Portfolios

#### Cumulative Internal Rates of Return Through March 31, 2013 In USD

Vintage Year	Committed Capital (\$ Millions)	Net Asset Value at 3/31/2013 (\$ Millions)	% of Committed Capital to Firm Assets Under Management	IRR	Quartile Ranking	Thomson Reuters PE Survey		
						Sample Size	Upper Quartile	Median
1979	2.5	0.0	0.0%	18.99%	3rd	10	33.9%	19.2%
1980	8.5	0.0	0.0%	13.88%	2nd	18	18.5%	13.4%
1981	4.5	0.0	0.0%	8.73%	3rd	27	13.1%	8.7%
1982	4.0	0.0	0.0%	7.82%	2nd	31	9.2%	4.2%
1983	7.0	0.0	0.0%	8.78%	2nd	68	13.0%	7.3%
1984	15.2	0.0	0.1%	7.63%	2nd	81	12.5%	5.2%
1985	21.7	0.0	0.1%	7.17%	3rd	75	16.0%	8.2%
1986	33.6	0.0	0.1%	11.11%	2nd	70	13.1%	7.1%
1987	42.9	0.4	0.2%	11.44%	2nd	109	16.3%	7.3%
1988	34.9	0.0	0.1%	16.26%	1st	99	14.9%	9.4%
1989	101.0	0.0	0.4%	15.27%	2nd	113	19.0%	10.5%
1990	78.0	0.1	0.3%	32.05%	1st	68	17.8%	8.0%
1991	61.8	0.0	0.3%	26.71%	1st	53	22.6%	7.4%
1992	78.9	0.0	0.3%	10.77%	3rd	64	25.0%	15.6%
1993	190.9	0.0	0.8%	39.73%	1st	88	24.1%	10.7%
1994	138.9	0.1	0.6%	45.85%	1st	97	28.1%	11.3%

Vintage Year	Committed Capital (\$ Millions)	Net Asset Value at 3/31/2013 (\$ Millions)	% of Committed Capital to Firm Assets Under Management	IRR	Quartile Ranking	Thomson Reuters PE Survey		
						Sample Size	Upper Quartile	Median
1995	221.0	1.3	0.9%	80.85%	1st	111	29.5%	9.2%
1996	238.1	0.3	1.0%	22.17%	1st	112	21.3%	6.6%
1997	507.0	4.3	2.1%	34.43%	1st	182	22.1%	5.9%
1998	828.7	19.4	3.4%	47.60%	1st	216	11.5%	2.1%
1999	717.0	81.3	2.9%	2.77%	2nd	246	7.0%	-0.3%
2000	623.5	110.9	2.5%	10.52%	1st	328	8.0%	0.2%
2001	420.4	142.4	1.7%	9.39%	2nd	182	15.8%	2.6%
2002	870.1	367.3	3.5%	14.44%	2nd	116	16.1%	1.5%
2003	623.1	251.6	2.5%	14.60%	1st	114	11.5%	2.4%
2004	1,226.8	574.5	5.0%	16.11%	1st	129	10.0%	3.4%
2005	1,322.5	852.7	5.4%	7.27%	2nd	154	8.6%	3.5%
2006	2,073.6	1,480.2	8.4%	5.47%	2nd	183	8.2%	3.6%
2007	1,530.6	1,248.1	6.2%	8.00%	2nd	174	10.4%	2.0%
2008	1,734.0	1,265.2	7.0%	10.35%	2nd	164	10.5%	1.7%
2009	1,129.6	883.0	4.6%	23.34%	1st	109	9.9%	-0.8%
2010	1,004.5	653.1	4.1%	13.03%	2nd	49	13.9%	6.5%

Note: Past performance is not a guarantee of future results.

The Thomson Reuters Private Equity Fund Performance Survey does not include secondary investments in private equity funds.

**Presentation to:  
Contra Costa County Employees' Retirement Association**



**Generating Stable Returns in the  
U.S. Electric Power Sector Since 1987**

**October 17, 2013**

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# EIF Team: Who We Are

- ❑ **Founded in 1987**, EIF was one of the first U.S. private equity fund managers to focus on the independent power industry
- ❑ Invests primarily in **power generation and transmission, as well as midstream assets**, with **long-term contracts** that provide **stable** equity returns through **current income** and **capital appreciation**
- ❑ Raised over \$5B (including over \$500M in co-investments) of equity capital from a diverse group of institutional investors around the world
- ❑ Fully-integrated **team of approximately 40** investment, engineering, financial, legal, marketing, and administrative professionals, focused on a single line of business
- ❑ **100% management owned**; a wide profit sharing plan promotes team stability



# USPF Series Update

# United States Power Fund, L.P. – June 30, 2013

- ❑ Vintage 2002 – final close in December 2003 with \$250 million in commitments
- ❑ 100% of the Limited Partner capital has been funded
- ❑ Contra Costa County invested through Liberty Life Separate Account
  - Contra Costa County commitment: \$30 million
- ❑ Contra Costa County total capital contributions: \$38,960,280\*
- ❑ Contra Costa County total distributions: \$63,473,579
- ❑ Contra Costa County market value: \$1,558,957

\*Includes recallable return of capital, net capital contributions total \$30 million.

# USPF II Funds<sup>1</sup> – June 30, 2013

- ❑ Vintage 2005 – final close in October 2005 with \$750 million in commitments
- ❑ 100% of the Limited Partner capital has been funded
- ❑ Contra Costa County invested through Liberty Life Separate Account
  - Contra Costa County commitment: \$50 million
- ❑ Contra Costa County total capital contributions: \$65,029,557\*
- ❑ Contra Costa County total distributions: \$32,814,937
- ❑ Contra Costa County market value: \$41,448,072

\*Includes recallable return of capital, net capital contributions total \$50 million.

<sup>1</sup>The USPF II Funds represent United States Power Fund II, L.P. and USPF II Institutional Fund, L.P.

# United States Power Fund III, L.P. – June 30, 2013

- ❑ Vintage 2007 – final close in June 2007 with \$1.35 billion in commitments
- ❑ Contra Costa County commitment: \$65 million
- ❑ Contra Costa County total contributions: \$56,780,852\*
- ❑ Contra Costa County uncalled capital contributions: \$14,345,011
- ❑ Contra Costa County total distributions: \$11,052,259
- ❑ Contra Costa County market value: \$49,979,636

\*Includes recallable return of capital, net capital contributions total \$50,654,989.

# EIF United States Power Fund IV, L.P. – June 30, 2013

- ❑ Vintage 2010 - final close in October 2011 with \$1.71 billion in commitments
- ❑ Contra Costa County commitment: \$50 million
- ❑ Contra Costa County total contributions: \$12,258,825
- ❑ Contra Costa County uncalled capital contributions: \$38,339,658\*
- ❑ Contra Costa County total distributions: \$2,050,242
- ❑ Contra Costa County market value: \$8,301,125

\*Includes recallable return of capital, net capital contributions total \$11,660,342.



## **EIF Sample Closed Investments**

# Calypso Energy Holdings

**Funds:** USPF II, USPF III, USPF IV

**Structure:** Equity

**Location:** Various (NY, NJ, WV, FL, NV, VA)

**Description:** Gas, coal, and waste-coal facilities

**In-Service:** Various

**Off-Taker:** Various investment-grade entities

**O&M Provider:** NAES Corporation

**Deal Source:** Relationship



## □ Investment Rationale

- **Low Risk / Stable Cash Flows:** the 1.7 GW portfolio provides stable cash flows based on low-risk contracted generation with regional differentiation, a diversity of fuel sources, and newer generation technology
- **High Quality PPAs:** all projects in the portfolio, except for Selkirk, are contracted under mid- to long-term PPAs or tolling arrangements (14-year average life) with investment-grade counterparties
- **Excellent Operating History:** the portfolio's average availability factors are well in excess of industry averages

## □ Value Creation To Date

- 2011 - Logan bond restructuring yielded more than \$13 million per year in near-term distributions
- 2012 - Refinanced Windsor in December 2012, yielding \$17 million/year distributions in the near-term
- 2013 - Refinanced Indiantown tax-exempt bonds, reducing interest payments by \$44 million over the term of the debt
- 2013 - Polaris Sale: successfully exited Whitewater, Cottage Grove, Rathdrum, and Plains End

## □ Recent Activities/Future Opportunities

- 2013/2014 - Scrubgrass PPA restructuring
- 2013/2014 - Selkirk redevelopment and reconfiguration
- 2015 to 2017 - Monetization of balance of the portfolio

# EIF Renewable Energy Holdings

**Funds:** USPF III, USPF IV

**Ownership:** 94.2%

**Structure:** Equity

**Location:** Various; HQ in Novi, MI

**Description:** Landfill gas to power facilities

**In-Service:** Various, 1987-2012

**Off-Taker:** Various, 10-year average off-take

**O&M Provider:** EIFREH

**Deal Source:** Relationship and auction



## ❑ Investment Rationale

- **Baseload Renewable Energy:** many landfill gas-fired plants run at full capacity in excess of 90% of the time, providing 3x as much renewable electricity per unit of capacity than intermittent sources like wind and solar
- **Growing Resource:** the fuel source at most EIFREH sites continues to grow as more waste accumulates, providing opportunities for low cost, high margin same-site expansion
- **Fragmented Industry:** there are many opportunities to add new greenfield and operating landfill gas projects to the company outside of the auction process

## ❑ Value Creation To Date

- Rolled up four acquisitions and constructed five new projects
- Established revolving debt facilities to finance upcoming expansions and development opportunities
- Assembled very high quality management team from various legacy companies and competitors
- Increased gas rights agreement in amount or tenor at several locations

## ❑ Recent Activities/Future Opportunities

- Began construction on 20 MW Sunshine Canyon and 14.5 MW-e SWACO High Btu projects; both will sell output under 20-year fixed-price off-take agreements
- Placed 4.8 MW Ontario (NY) expansion into service
- Placing four to six new projects into construction over the coming 12 months, with more in development

# Newark Energy Center

**Funds:** USPF III, USPF IV

**Ownership:** 50%

**Structure:** Equity

**Location:** Newark, NJ

**Description:** 705 MW natural gas-fired CCGT

**In-Service:** Expected May 2015

**Off-Taker:** PSE&G, JCP&L, ACE, Rockland Electric

**O&M Provider:** To be determined

**EPC Contractor:** Skanska & SNC-Lavalin

**Deal Source:** Relationship

**Investment Date:** May 2012



## □ Investment Rationale

- **Premium Location:** transmission-constrained load pocket in densely populated, northern New Jersey (adjacent to New York City Zone J) with significant barriers to new development
- **Contracted Cash Flow:** project benefits from a fully executed 15-year Standard Offer Capacity Agreement (“SOCA”) with four New Jersey utilities
- **Strong Jurisdictional Support:** NJ Board of Public Utilities, NJ Dept. of Environmental Protection, Newark Mayor Corey Booker, and NJ Governor Chris Christie have all been instrumental in moving the project forward
- **Relationship EPC Contractors:** Skanska and SNC-Lavalin are well capitalized and experienced EPC contractors with strong local experience and longstanding relationship/history with EIF
- **Experienced Partner:** Hess brought a deep bench of proven project development, construction, and regulatory specialists who had worked with all of the same counterparties previously on Hess’ nearby Bayonne project

## □ Value Creation To Date

- Cleared the 2012 PJM capacity auction (\$167/MW-day), achieving the key condition precedent of the SOCA
- Final air and other permits issued allowing construction to commence during Q3 2012
- Capacity Injection Rights acquired from PSEG yielding meaningful interconnection construction cost savings

## □ Recent Activities/Future Opportunities

- Earned \$219/MW-day in the 2013 PJM capacity auction validating the “Premium Location” thesis
- Completion of SOCA hearing will dictate strategy for optimization of financing and energy hedging structure
- Potential acquisition of Hess’ 50% interest during construction or via Right Of First Offer mechanic after COD

# EIF is Taking Advantage of Market Drivers

## Trends...

>\$1.0 trillion needed to support growth, reliability, compliance, energy independence, and under-investment

### Natural Gas is the Default Fuel

- ❑ Proven technology
- ❑ Clean, efficient and reliable
- ❑ Cheap and abundant

### Aging Fleet/Limited Non-Renewable Development

- ❑ 33% of coal plants >40 years old
- ❑ 70% of coal plants >30 years old

### Increased Environmental Regulations

- ❑ 60 GW expected to retire (2013-2017)

### Mandated Renewable Power

- ❑ Wind: ~30%; Solar: ~30% utilization rate
- ❑ Strain on the Grid

### Under-Investment in Transmission

- ❑ Regional price disparity & capacity shortages

## Manifest into...

Required capital investment and regulatory and environmental paradigm lends itself to certain types of power assets

Combined Cycle

Point-to-Point Transmission

Quick Start/Flexible Generation

Existing Transmission Reinforcement

Baseload Renewable

## Current Pipeline

Trends evolve over time, but EIF's commitment to high quality energy infrastructure assets with predictable cash flows remains the same

Midstream Capital Partners Gas Gathering System (\$100+M)
Pilgrim Pipeline Petroleum (\$130M)
Keys Energy Center Natural Gas (~\$250M)
West Point Project HVDC Transmission (\$120M)
Oregon Clean Energy Natural Gas (~\$350M)
St. Joseph Energy Center Natural Gas (\$150M)
Troutdale Natural Gas (\$70M-\$400M)
B.L. England Repowering Natural Gas (\$55M-\$70M)
EA Puerto Rico Waste-to-Energy (\$100M)
EA Baltimore Waste-to-Energy (~\$200M)
Lubbock RFP Natural Gas (\$150M)
U.S. Natural Gas Infrastructure Project Natural Gas (\$250M-\$340M)
Operating Cogen Power Plant Natural Gas (\$350M)
Operating Simple Cycle Power Plant Natural Gas (\$80M-\$160M)

--- Committed/Pending Transaction



# **U.S. Power Market Overview**

# U.S. Power Market: Industry Trends

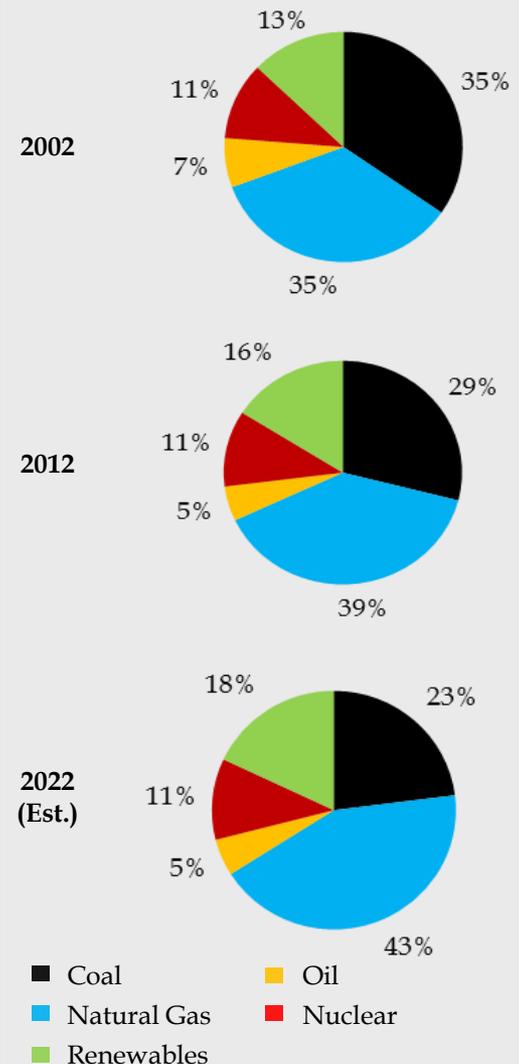
<b>Continued Low Natural Gas Prices</b>	<ul style="list-style-type: none"><li>❑ Prices coming up from all-time lows, but gas remains relatively cheap</li><li>❑ Increased gas-fired generation</li><li>❑ Supply continues to outpace demand</li><li>❑ Depressing wholesale electricity prices</li></ul>
<b>New Rulemakings</b>	<ul style="list-style-type: none"><li>❑ MACT will have profound impact</li><li>❑ Uncertainty surrounding potential carbon legislation</li><li>❑ Absent successful legal challenges, mid-sized coal units will struggle mid-decade</li></ul>
<b>Headwinds for Renewables</b>	<ul style="list-style-type: none"><li>❑ Coming off a record year in 2012</li><li>❑ Still reliant on tax policy after 20 years</li></ul>
<b>Continued M&amp;A and Growing Greenfield Development</b>	<ul style="list-style-type: none"><li>❑ Both corporate and single asset acquisitions continue</li><li>❑ A lot of money looking for assets</li><li>❑ Financial investors setting the price</li><li>❑ New build, partially contracted, and merchant assets coming to market</li></ul>
<b>Attractive Debt Markets</b>	<ul style="list-style-type: none"><li>❑ Continuing low rates</li><li>❑ Multiple markets for execution</li><li>❑ Good deals getting done</li></ul>

# U.S. Electric Power Market

- The U.S. electricity power market has radically evolved over the past decade....
  - Legislation (incentives) and regulation are driving a trend away from coal towards cleaner burning natural gas and renewables
  - With a shift to unconventional gas production in the U.S., the potential to increase availability of supply makes gas-fired generation a premier choice for new generating capacity in the future<sup>(1)</sup>
- and is expected to continue down a “greener” path over the next decade or two
  - As part of the 1990 Clean Air Act, and then in response to a Supreme Court decision in 2008, the EPA has proposed new rules to limit carbon emissions
  - Approximately 50 GW of coal-fired capacity in the U.S. expected to go offline over the next decade due to lower natural gas prices and environmental regulations
  - Natural gas and renewables are expected to continue to be the fuels of choice to replace retired coal capacity and meet new demand

(1) NERC 2012 Long-Term Reliability Assessment, EIA Electric Power Annual.

Generation Capacity by Fuel Type<sup>(1)</sup>



# Renewables

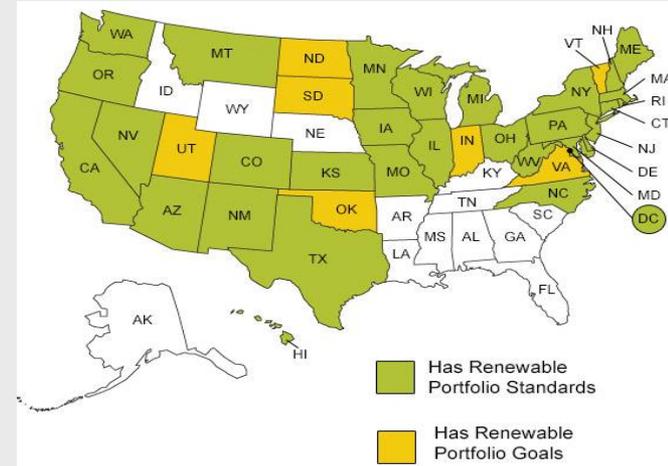
## Subsidies Prevailing Over Depressed Energy Prices as Growth Continues

- ❑ 30 states and D.C. have legislatively mandated Renewable Portfolio Standards (RPS) programs and 7 states have voluntary RPS<sup>(1)</sup>
  - State program expansion has been quiet in recent years following a period of robust RPS enactments
- ❑ Total non-hydro renewable generation capacity is expected to more than double from ~54 GW in 2010 to ~120 GW by 2035
- ❑ Wind, solar, and biomass lead projected growth in renewable generation with drivers based on
  - Tax incentives
  - State and federal energy programs
  - Accessibility of long-term off-take contracts
  - Increased environmental regulations
  - Historic volatility of fossil fuel prices
  - Public concern for the environment
- ❑ Continued momentum with the 2013 extension of the Production Tax Credit and Investment Tax Credit

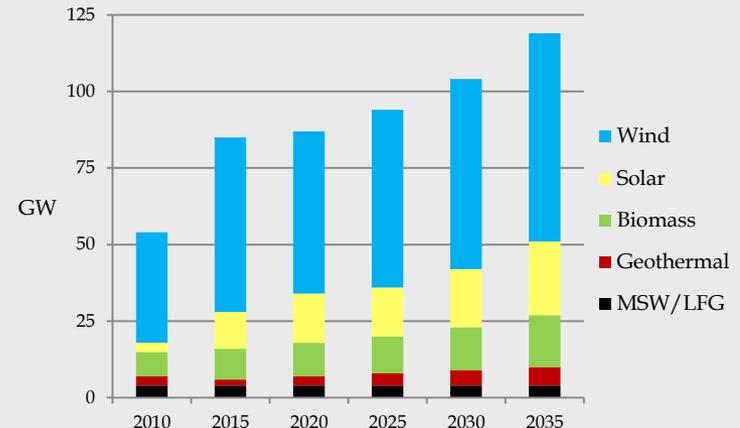
Forcing capacity additions to meet standards regardless of load growth or reserve margins

**Wind and solar are intermittent resources which can strain the grid; new fossil fuel plants needed to support reliability**

States with Renewable Portfolio Standards<sup>(1)</sup>



Non-hydro renewable electricity generation by energy source<sup>(2)</sup>



(1) Interstate Renewable Energy Council, January 2013.

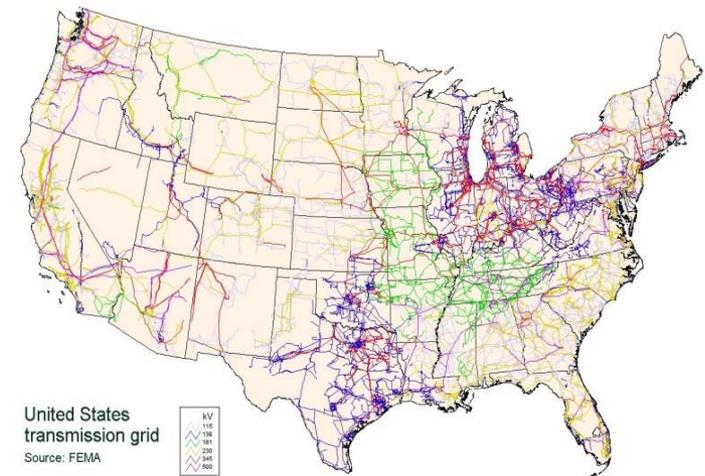
(2) EIA Annual Energy Outlook, 2012.

# Transmission

**“Our Nation’s electric transmission grid is the backbone of our economy, a key factor in future economic growth, and a critical component of our energy security.”**

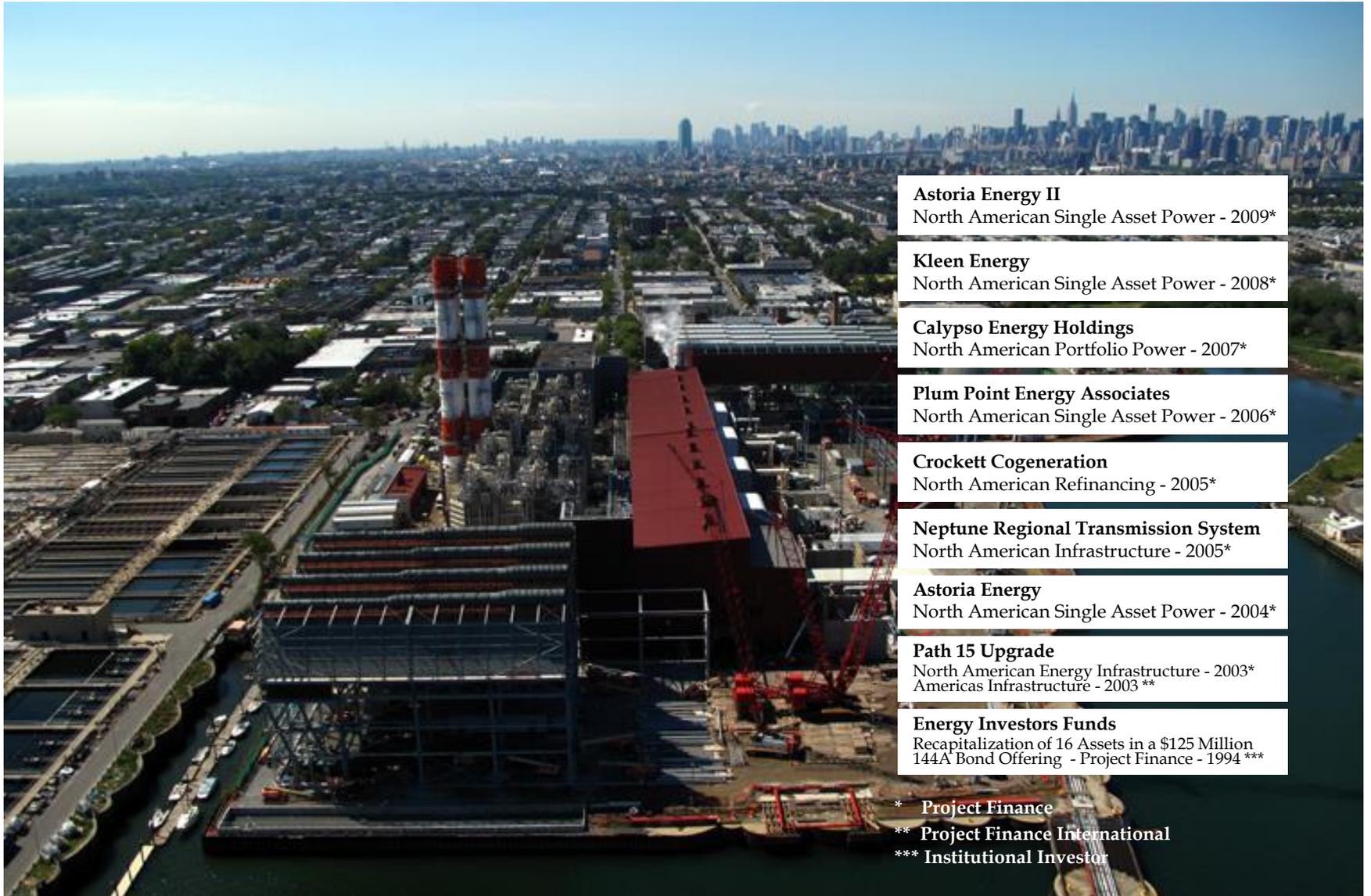
- Barack Obama, President of the United States (June 7, 2013)

- ❑ The transmission grid is a patchwork of systems originally built to meet local needs; today, it has three major interconnections: Eastern, Western, and ERCOT
  - Inefficiencies between adjacent systems remain
  - FERC Order No. 1000 encouraging a more coordinated build-out of new electric transmission lines
- ❑ The U.S. has over 200,000 miles of transmission lines (>230kV)
  - From 2007-2012, ~2,300 circuit miles were constructed per year with the rate expected to increase to ~3,600 miles per year<sup>(1)</sup>
- ❑ Transmission system has not been properly maintained or upgraded over the last several decades
  - Upgrades needed to make the grid more resilient to resource shifts (new types of generation and retirement of older generation)
  - Renewables growing in importance and need to be integrated reliably
  - Transmission expansion will be vital to unlocking capacity
- ❑ “The ability to site and build transmission is emerging as one of the highest risks facing the electric industry over the next 10 years,” according to a 2012 report from the North American Electric Reliability Corporation (“NERC”)



(1) NERC 2012 Long-Term Reliability Assessment.

# EIF Award Winning Deals



**Astoria Energy II**  
North American Single Asset Power - 2009\*

**Kleen Energy**  
North American Single Asset Power - 2008\*

**Calyпсо Energy Holdings**  
North American Portfolio Power - 2007\*

**Plum Point Energy Associates**  
North American Single Asset Power - 2006\*

**Crockett Cogeneration**  
North American Refinancing - 2005\*

**Neptune Regional Transmission System**  
North American Infrastructure - 2005\*

**Astoria Energy**  
North American Single Asset Power - 2004\*

**Path 15 Upgrade**  
North American Energy Infrastructure - 2003\*  
Americas Infrastructure - 2003 \*\*

**Energy Investors Funds**  
Recapitalization of 16 Assets in a \$125 Million  
144A Bond Offering - Project Finance - 1994 \*\*\*

\* Project Finance

\*\* Project Finance International

\*\*\* Institutional Investor

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# **DBL INVESTORS**

DOUBLE BOTTOM LINE VENTURE CAPITAL

**CCCERA Board Update**  
**October 17, 2013**

# DBL Investors

## Double Bottom Line Venture Capital

We are a San Francisco-based firm with a “Double Bottom Line” approach to venture capital investing

Our unique strategy:

- Venture capital investing with a goal of achieving top-tier financial returns
- Proprietary assistance to portfolio companies - delivering social, environmental and economic benefits to our regions

Results:

- \$75M Fund I (2004 vintage) has consistently achieved top-quartile financial returns
- \$150M Fund II first investment 2010: actively investing
- 23 active portfolio company investments
- Market leading companies creating thousands of jobs with meaningful impact



view™



SolarCity

ecologic™  
packaging the earth can live with



BrightSource



revolution®  
FOODS



# DBL Investors Investment Team: Over 60 Years of Venture Capital Experience



## Nancy Pfund - Managing Partner

- BAEF I: Managing Partner
- Hambrecht & Quist/JPMorgan: Managing Director
- Not-for-Profit Boards: U.S. DOE C3E Ambassador, UC Davis Energy Efficiency Center, Stanford Center for the American West; Center for Climate & Energy Solutions Alternative Fuel Vehicles Finance Project; CA STEM Learning Network
- Stanford BA, MA; Yale MBA



## Cynthia Ringo - Managing Partner

- Vantage Point Venture Partners: Managing Director & Group Leader - Communications, Systems, Internet & Media
- CopperCom: CEO/Chairman
- Founder of Two Venture-backed Start-ups
- Astia Advisor
- Georgia State BS; Emory JD



## Seth Miller - Partner

- BAEF I: Investment Professional/Partner
- Hambrecht & Quist/JPMorgan: Vice President
- White House; Senate Energy & Nat'l Resources Ctte
- Board Member, Painted Turtle Camp
- U. of Pennsylvania BA; Northwestern JD-MBA



## Mark Perutz - Partner

- BAEF I: Investment Professional/Partner
- Robertson Stephens: Equity Research Analyst
- Interwoven: Senior Mgr, Business Development
- MIT BS, MS; MIT Sloan MBA



## Lisa Hagerman - Director, DBL Programs

- Harvard Kennedy School of Government: Director More for Mission
- Economic Innovation International: Vice President
- Bucknell BA; UNC Chapel Hill MA; Oxford PhD



## Patrick Sagisi - Associate

- Samsung Electronics: Director Corporate Audit Team
- Adobe Systems, Ventana Medical Systems: Product Manager
- UC Berkeley BS; Stanford MBA, MS
- Kauffman Fellow



## Sarah Ham - Associate

- MarketBridge: Marketing Consultant and Services Program Manager
- WI-08 Congressional Campaign: Finance Director
- Stanford BA; Yale MBA



## Carol Wong - Fund Manager

- JP Morgan: 20 years of experience (multiple roles)
- Cal Poly State University, San Luis Obispo BA

# Fund I Exits

I  
P  
O

FivePrime™



IPO Sept 2013

SolarCity



IPO Dec 2012



IPO June 2011



IPO June 2010

A  
C  
Q  
U  
I  
R  
E  
D

eMeter

Acquired  
by Siemens  
in January  
2012

POWERLIGHT®  
SOLAR ELECTRIC SYSTEMS

Acquired  
by SunPower  
in January  
2007

Peninsula  
PHARMACEUTICALS, INC.

Acquired  
by Johnson &  
Johnson in  
June 2005

# DBL Investors' Financial Value Creation



**\$22.0B**

\$60M Valuation at 1<sup>st</sup>  
DBL Investment



**\$4.8B**

\$80M Valuation at 1<sup>st</sup>  
DBL Investment



**\$3.0B**

\$12M Valuation at 1<sup>st</sup>  
DBL Investment

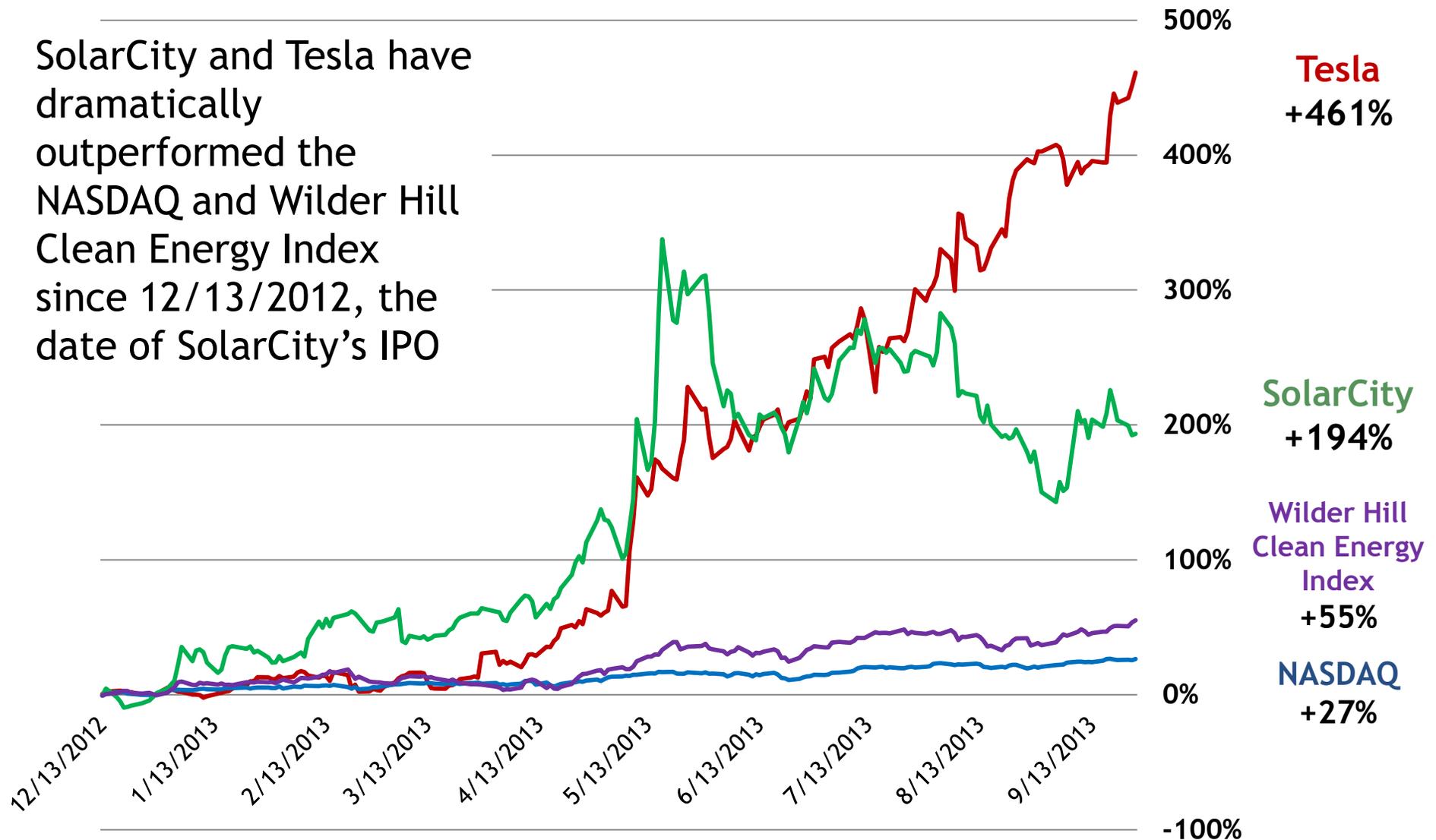
**~30B Market Cap from DBL Public Companies**

*Market Capitalization for TSLA, P, SCTY as of 10/4/2013*

# We Believe Cleantech Investing is Just Getting Started

Share Price Growth (%) of Tesla, SolarCity, Nasdaq, & Wilder-Hill Index since Dec. 13, 2012

SolarCity and Tesla have dramatically outperformed the NASDAQ and Wilder Hill Clean Energy Index since 12/13/2012, the date of SolarCity's IPO





## Solar System Installation and Financing

HQ: San Mateo, CA



### SolarCity IPO

- SolarCity (SCTY) went public on the NASDAQ exchange on Dec 13, 2012
- \$3B current market capitalization
- IPO marked turning point for valuations of public clean tech companies

### Dramatic Growth Continues

- On track to deploy 275MW in 2013 vs. 157MW deployed in 2012
- Customer base at 64,400 and growing 100%+ year-over-year
- Long-term contracted cash flows of over \$1.4B

### Job Growth / Partnerships

- Over 3100 employees
- May 2013 announced \$500M solar lease fund with Goldman Sachs: the largest ever
- Storage partnership with Tesla: 8kWh home energy storage unit



**BrightSource**

**World's Largest Solar Thermal Power Plant: 377 MW**

Ivanpah, CA



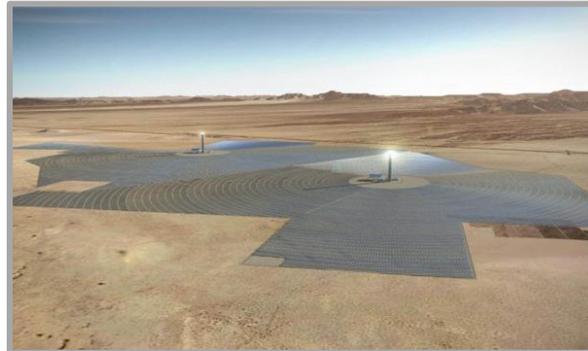
## Utility-scale solar thermal power plants

HQ: Oakland, CA



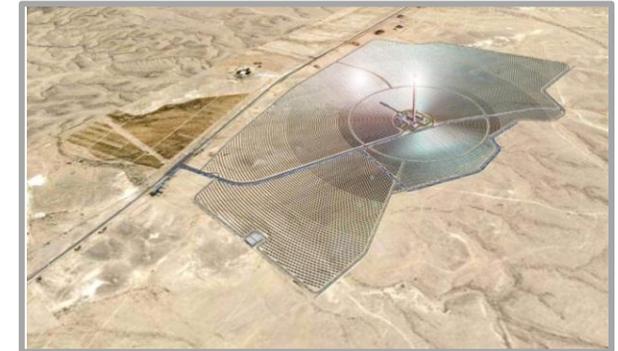
### Ivanpah (377MW)

- Unit 1 nears commercial operation; full plant operational by end of 2013



### Palen (500MW)

- Abengoa JDA: PPAs with PG&E, Southern California Edison



### Ashalim (121MW)

- Concession signed; 1st international project



### Chevron Coalinga

- Proves technology for enhanced oil recovery

**DBL INVESTORS**  
DOUBLE BOTTOM LINE VENTURE CAPITAL



### Abengoa

- New strategic partnership with sAbengoa



### Other Corporate Highlights

- \$35M debt facility 4/13
- \$86M S1 Equity 10/12
- 2<sup>nd</sup> international project in the works



### First Factory Built and Running

- First factory opened in Manteca, CA, now ramping production
- Added substantial packaging expertise including COO, Ops Director, Sales & Board

**>3 Million**  
Units Delivered to Date

**7 New**  
**Customers**  
Launched in the Past Year

### Continued Strong Sell Through

- 7% gain in mainstream market share for Seventh Generation in flagship 4X laundry product
- Strong consumer demand for eco-conscious CPG packaging



### New Product Launches in Major Retailers

- Safeway's private label launched
- Eco.Canister launched Jan 2013 -> 1M units expected in 2014 with 1st customer

# view

## Electrochromic(EC) glass windows

HQ: Milpitas, CA



### First Factory Built and Running

- Location: Olive Branch, MS
- \$200M/year at full capacity



### Largest EC Glass Panels

- 10ft. x 5ft. panels are world's largest, yet fit in standard insulated glass units



### Growing Commercial Sales

- First shipments in Q4 2012
- Above: Starbucks Denver, CO

CORNING

### JDA Partnership

- Signed JDA partnership with Corning 5/2013

\$61M

Series E Financing

### Funding

- Corning led \$61M Series E in 5/2013
- \$40M from new investors



**revolution**<sup>®</sup>  
FOODS

Provides healthy, tasty meals for children

HQ: Oakland, CA



### Operating coast to coast in 7 metro regions

- In its 8<sup>th</sup> year of operations
- SF Bay Area, LA, Denver, Houston, New Orleans, Washington DC, NY/NJ
- Over 1,000 employees, about 75% of which are hourly workers (food preparation, handling and delivery)

### Continued strong growth: year after year

- 200,000 meals served per day
- 80 million meals served to date
- Revenue: \$67M for 2012-13 ; \$84M+ for 2013-14
- SFUSD breakthrough district win in Jan 2013: \$9M/year
- 2013-14 year expected to be near cash flow breakeven

### Fall 2013 Launch of Consumer Packaged Goods line

- Meal Kits (Turkey, Ham, Pizza, PB&J) on shelf in 436 stores with 6 customers across multiple geographies
- Safeway, Target, HEB, Whole Foods, King Soopers
- Several other CPG products to follow

# Fund I Performance To Date

## Fund I Performance

As of 6/30/2013 (unaudited)

Fund I Capital Called	\$75.0M		<u>Fund I</u>	<u>CCCERA</u>
		Distributions	\$126.0M	\$14.3M
Fund I Capital Invested	\$75.0M		<u>\$171.2M</u>	<u>\$18.1M</u>
		Unrealized Value		
CCCERA Capital Called	\$10.0M		\$297.2M	\$32.4M
		Total Value		

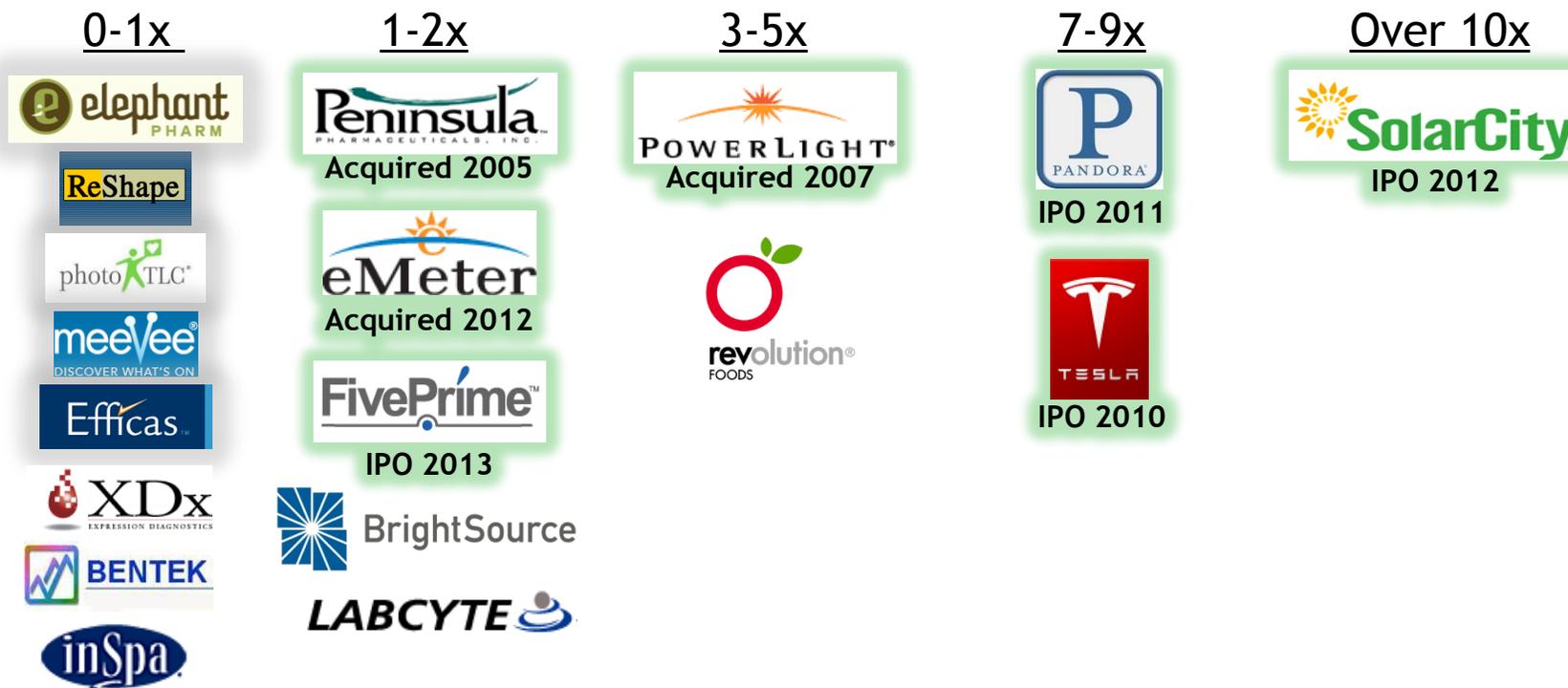
## Fund II Performance to LPs vs. Cambridge Associates Benchmark for 2004 Vintage Funds

As of 6/30/2013 (unaudited) Note: Performance is net of all fees and carried interest

Performance Ratios	DBL	Upper Quartile	Median
LP IRR (Internal Rate of Return)	22.9%	7.82%	1.42%
LP TVPI (Cash on Cash Return)	3.16	1.45	1.07
LP DPI (Distributions per Capital Invested)	1.35	0.62	0.27
LP RVPI (Remaining Value Per Capital Invested)	1.81	0.92	0.62

# Fund I Life-of-Fund Projections

## Projected Cash-on-cash Return to the Fund of Portfolio Companies:



## Projected Life-of-Fund Returns to LPs

Capital Paid-in by LPs	\$74.5M
Projected Capital Returns to LPs	\$225M+
Projected Cash on Cash Returns to LPs	3.0x+
Projected IRR to LPs	20%+

# Fund II Portfolio Company Performance

DBL-BAEF Fund II Portfolio Performance as of: 6/30/13

	Company	Initial Investment Date	Last Financing Date	Company Description	Investment Cost	Current Value	Current Value / Cost	% Ownership	Lead or Follow	Active Board Seat?
Marked Up	SolarCity	Jun-10	Dec-12 (IPO)	Solar installation and financing	\$6,085,853	\$35,068,892	5.8x	1.2%	Crossover	Director
	Maiyet	Dec-11	Jul-13	Luxury apparel with artisanal materials	\$2,999,999	\$3,610,599	1.2x	8.2%	Lead	Director
	View	Dec-10	Jun-13	Electrochromic auto-tinting windows	\$7,241,713	\$9,399,229	1.3x	4.9%	Co-Lead?	Observer
At Cost	Primus Power	May-11	Apr-13	Flow batteries for grid-scale storage	\$5,500,000	\$5,500,000	1.0x	13.7%	Lead	Director
	Kateeva	Sep-11	Jun-13	OLED display printing equipment	\$5,613,589	\$5,613,589	1.0x	4.4%	Follow	Observer
	OPX Bio	Jun-11	Jun-11	Sustainable biochemical and biofuels	\$6,999,999	\$6,999,999	1.0x	4.9%	Follow	Observer
	Ecologic	Jun-11	Apr-13	Molded fiber packaging for consumer goods	\$4,079,236	\$4,079,236	1.0x	20.2%	Co-Lead	Director
	Flodesign	Sep-11	Sep-11	Next-generation wind turbines	\$5,000,002	\$5,000,002	1.0x	1.8%	Follow	None
	PowerGenix	Dec-11	Dec-11	NiZn batteries for micro-hybrids, grid storage	\$5,000,000	\$5,000,000	1.0x	15.1%	Follow	Director
	EcoScraps	Jul-12	Apr-13	Organic compost brand and distributor	\$1,500,000	\$1,500,000	1.0x	5.3%	Follow	Director
	If You Can	Apr-13	Apr-13	SEL Learning games for elementary-age kids	\$100,000	\$100,000	1.0x	N/A	-	N/A
	Wholeshare*	Jul-13	Jul-13	Collective purchasing of sustainable foods online	\$100,000	\$100,000	1.0x	N/A	-	N/A
Marked Down	BrightSource	Feb-10	Oct-12	Utility-scale solar thermal power plants	\$7,688,357	\$6,634,287	.86x	1.1%	Crossover	None
	Solexant	May-10	Aug-11	Third generation thin-film solar cells	\$5,010,880	\$4,010,880	.80x	7.7%	Co-Lead	Director
	Solaria	May-10	Jun-13	Low concentration solar modules and trackers	\$7,475,311	\$1,475,311	.20x	4.6%	Lead	Director
Written Off	LiveScribe	Dec-09	Nov-12	Smartpen for audio/electronic note-taking	\$4,253,063	\$1	.00x	2.8%	Follow	Seat/Observer

\*Wholeshare investment done in July, 2013. Included for reference only. \$100K investment not included in 6/30/2013 totals or returns calculations

Totals: \$ 74,548,001 \$ 93,992,025 1.3x

# Fund II Performance To Date

## Fund II Performance

As of 6/30/2013 (unaudited)

			<u>Fund II</u>	<u>CCCERA</u>
Fund II Total Size	\$150.8M			
Fund II Capital Called	\$93.5M	Distributions	\$0.0M	\$0.0M
		Public Stocks*	\$35.1M	\$2.3M
CCCERA Commitment	\$10.0M	Unrealized Value	<u>\$58.9M</u>	<u>\$3.9M</u>
CCCERA Capital Called	\$6.2M	Total Current Value	\$94.0M	\$6.2M

\*Solar City is a publicly-traded stock

## An Exercise: Projected Return of Current Capital Invested

Capital Called to Date	\$93.5M
Rough Projected Capital Return on Current Investments	\$200M+
Rough Projected Cash on Cash Return	2.0x+

# Fund I Companies Recognized as Market Leaders














**DBL INVESTORS**  
DOUBLE BOTTOM LINE VENTURE CAPITAL






Consumer Reports:  
Tesla Best Car Since 2007

**Automobile**

2013 Automobile of the Year: Tesla Model S

The Street **WIRED**

autoblog edmunds.com















# Fund II Companies Recognized As Market Leaders

ecologic packaging the earth can live with

BrightSource

SolarCity

opxbio good chemistry.

Solexant

EcoScraps 100% Safe

POWERGENIX

SOLARIA

PRIMUS POWER

SBCLA

SolarCity

technology review Published by MIT

2012 YOUNG INNOVATORS UNDER 35

Lyndon Rive, 33 SolarCity

Leading solar power

Inc. Hire Power Awards 2012

SUSTAINIA 100

GREENBUILD INTERNATIONAL CONFERENCE & EXPO

Bloomberg

BERKELEY LAB LAWRENCE BERKELEY NATIONAL LABORATORY

BrightSource

2012 BUSINESS ACHIEVEMENT AWARD WINNER

50 DISRUPTIVE COMPANIES 2013

MIT Technology Review

view

ecologic packaging the earth can live with

2012 FAST COMPANY INNOVATION BY DESIGN AWARDS

INTERNATIONAL DESIGN EXCELLENCE AWARDS '12

SB SUSTAINABLE BRANDS

innovation awards 2013

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MAIYET BOF

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BAZAAR

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ELLE

Bloomberg Businessweek

Inc.

Utah Business THE MAGAZINE FOR DECISION MAKERS

EcoScraps 100% Safe

PBS

SOCAP10

The Washington Times COMMUNITIES Social journalism from independent voices

sparkseed

Forbes

THE WALL STREET JOURNAL.

Global Cleantech 100

opxbio good chemistry.

BrightSource

SolarCity

THE BUSINESS JOURNAL OF WESTERN MASSACHUSETTS

BusinessWest

FloDesign Wind Turbine

mht MASS HIGH TECH INTELLIGENCE FOR NEW ENGLAND'S INNOVATION ECONOMY

**DBL INVESTORS**  
DOUBLE BOTTOM LINE VENTURE CAPITAL

# The Second Bottom Line

DBL's double bottom line mission is grounded in a commitment to metrics



- Quantitative metrics:
  - job creation
  - quality of jobs-benefits
  - management diversity
  - companies and employees in LMI/Enterprise Zone
- Qualitative metrics on program areas:
  - workforce development
  - community engagement
  - environmental stewardship
  - public policy
- Two LP reports per year, combining quantitative charts & qualitative narrative

# Fund I Bay Area Job Creation Exceeding Goals

*Over 6,500 total jobs projected nationwide by 2014*

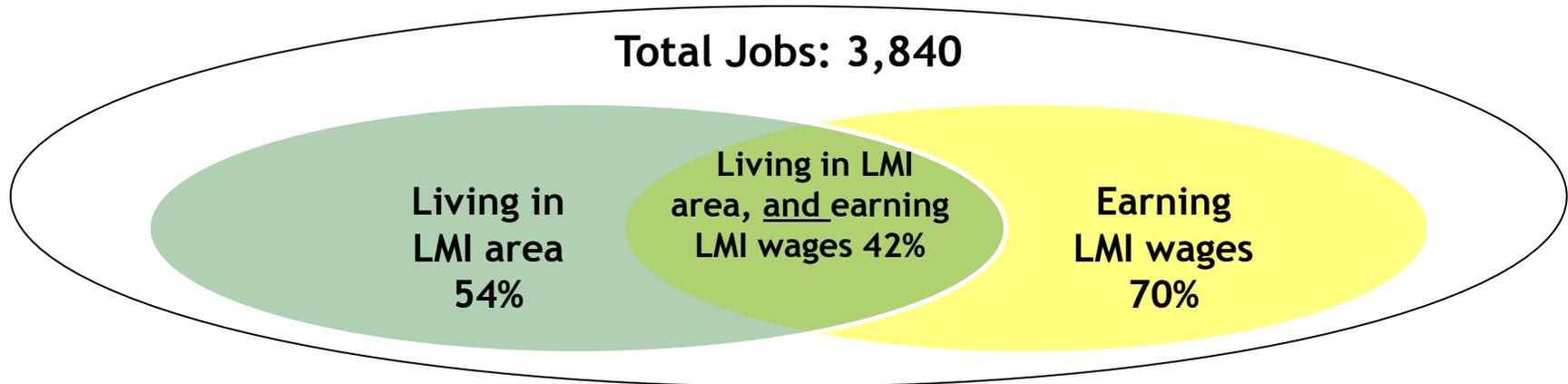


**Entry Level**  
Over Life of Fund



**Total Jobs**  
Over Life of Fund

# Fund II Second Bottom Line Metrics



Net New Jobs Created Since DBL Invested	2601
Total (out of 3,840) Ethnic Minority Employees	1087
Total (out of 3,840) Women Employees	515
Benefits Enrollment - Employer Co-pay Health Care	98%
ESOP	100%
Diversity of Key Managers (Women, Ethnic Minority)	23%, 22%
Company Facility in LMI or Enterprise Zone	57%
Company Community Engagement Programs	50%
Company Environmental Stewardship Programs	43%

Aggregate Second Bottom Line Metrics as of June 30, 2013

# Double Bottom Line Program Highlights



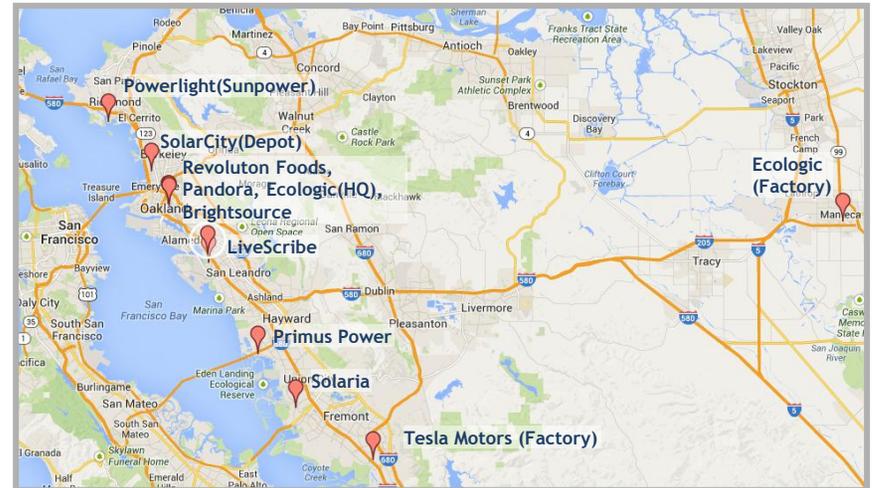
Financial Literacy and ESL



Clean Energy Policy Advocacy



Siting and Financing Incentives



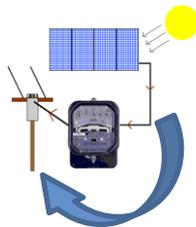
Regional Economic Development

# DBL Public Policy Initiatives & Partnerships

## Regulatory Issues:



Wind Tax Credit



Net Energy Metering

## CA Policy Initiatives:



AB 327 Net Metering,  
Electric Rates, Renewable  
Portfolio Standards

AB 39 (EE and Clean  
Energy Program for  
Municipal Facilities)

AB 32 Cap &  
Trade Revenues



Green Bank

Thought Leadership: DBL presented at  
over 65 panels/speaking  
engagements



Governor's  
Energy Office



# DBL INVESTORS

DOUBLE BOTTOM LINE VENTURE CAPITAL

**Contra Costa County Employees' Retirement Association  
Alternative Asset Investment Information Report**

Manager Name: Bay Area Equity Fund  
 Quarter Beginning Date: 4/1/2013  
 Quarter Ending Date: 06/30/2013  
 Account Inception Date: 6/30/2004 for CCCERA

**Account Performance - Time Weighted**

	<u>9/30/11</u>	<u>12/31/11</u>	<u>3/31/12</u>	<u>6/30/12</u>	<u>9/30/12</u>	<u>12/31/12</u>	<u>3/31/13</u>	<u>6/30/13</u>	<u>Latest Quarter</u>	<u>Year to Date</u>	<u>LTM</u>	<u>Annualized Return Inception to Date</u>
Interest and Other Income	\$2,137	\$11,260	\$7,187	\$489	\$0	\$0	\$0	\$0	\$0			
Professional Fees and Other	\$15,657	\$25,384	\$35,924	\$45,048	\$15,729	\$34,386	\$31,957	\$37,404	\$37,404			
Gross Investment Income	(\$13,520)	(\$14,124)	(\$28,737)	(\$44,559)	(\$15,729)	(\$34,386)	(\$31,957)	(\$37,404)	(\$37,404)			
Partners Capital at beginning of quarter	\$121,059,632	\$109,934,623	\$93,499,127	\$87,338,574	\$87,409,067	\$87,134,007	\$78,549,749	\$105,720,612	\$105,720,612			
current quarter contribution	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
days of contribution	NA	NA	NA	NA	NA	NA	NA	NA	NA			
Gross Investment Income Return	(0.01%)	(0.01%)	(0.03%)	(0.05%)	(0.02%)	(0.04%)	(0.04%)	(0.04%)	(0.04%)	(0.08%)	(0.13%)	(0.10%)
Gross Investment Income Return +1	99.99%	99.99%	99.97%	99.95%	99.98%	99.96%	99.96%	99.96%	99.96%			
net realized investment loss/gain	-	15,056,133	653,132	-	1,331,772	5,703,794	483,419	1,351,176	1,351,176			
net writeup/writedown of assets	(\$10,830,275)	(\$14,779,497)	(\$5,815,271)	\$363,003	(\$1,340,427)	(\$1,835,458)	\$26,955,811	\$66,584,563	\$66,584,563			
Gross Appreciation Return	(8.95%)	0.25%	(5.52%)	0.42%	(0.01%)	4.44%	34.93%	64.26%	64.26%	121.64%	131.46%	30.86%
Gross Appreciation Return +1	91.05%	100.25%	94.48%	100.42%	99.99%	104.44%	134.93%	164.26%	164.26%			
Total Return Before Fees	(8.96%)	0.24%	(5.55%)	0.36%	(0.03%)	4.40%	34.89%	64.22%	64.22%	121.52%	131.21%	30.73%
Total Return Before Fees +1	91.04%	100.24%	94.45%	100.36%	99.97%	104.40%	134.89%	164.22%	164.22%			
investment management fee	281,214	281,214	269,677	247,951	250,676	249,996	236,410	238,742	238,742			
Total Return After Fees	(9.19%)	(0.02%)	(5.84%)	0.08%	(0.31%)	4.11%	34.59%	64.00%	64.00%	120.73%	129.08%	9.48%
Total Return After Fees +1	90.81%	99.98%	94.16%	100.08%	99.69%	104.11%	134.59%	164.00%	164.00%			

**Account and Benchmark  
Dollar Weighted Performance  
Internal Rate of Return from Inception**

	<u>Date</u>	<u>Before Fees</u>	<u>After Fees</u>
Date of first cash flow - Fund	1/5/2003		
Date of first cash flow - CCCERA	6/30/2004		
Internal Rate of Return [as of 06/30/13] - Fund Level		31.42%	22.81%
Internal Rate of Return [as of 06/30/13] - CCCERA Level		31.95%	23.25%
Internal Rate of Return - Benchmark 1: Cambridge Associates US VC Benchmark Median Net IRR to LPs (after fees) as of 03/31/13 for 2004 funds		1.42%	
Internal Rate of Return - Benchmark 2: Cambridge Associates US VC Benchmark Top Quartile Net IRR to LPs (after fees) as of 03/31/13 for 2004 funds		7.82%	

**Investment Management Fee for the Quarter**

Investment Management Fee this Quarter	\$238,742
Quarter Ending Fund Capital	\$171,780,204
Fee as a % of Quarter Ending Fund Capital	0.14%

days in year 365  
 days in quarter 91

**Bay Area Equity Fund**

**Reconciliation of Latest Quarter Ending Values**

**CCCERA portion only:**

	<u>Book Value</u>	<u>Market Value</u>	<u>Value %</u>	<u>Market Value %</u>
Beginning of Quarter Capital (04/01/13):				
Investments	\$10,989,372	\$10,989,372	98.6%	98.62%
Cash and Other Assets	168,215	\$168,215	1.5%	1.51%
Accrued Income	-	-	0.0%	0.00%
Minus: Indebtedness	(14,059)	(\$14,059)	-0.1%	-0.13%
Total Net Beginning Capital	\$11,143,528	\$11,143,528	\$11,143,528	100.00%
Changes to Capital				
Capital Contributions	\$0	\$0	0.0%	0.00%
Capital Distribution	(168,535)	-\$168,535	-2.4%	-2.42%
Net Realized Gain (Loss)	142,394	\$142,394	2.0%	2.05%
Net Investment Gain (Loss)	(29,101)	-\$29,101	-0.4%	-0.42%
Unrealized Appreciation (Depreciation)	7,013,519	\$7,013,519	100.8%	100.79%
Total Changes to Capital	\$6,958,277	\$6,958,277	\$6,958,277	100.00%
End of Quarter Capital (06/30/13):				
Investments	\$17,990,070	\$17,990,070	99.4%	99.38%
Cash and Other Assets	112,201	\$112,201	0.6%	0.62%
Accrued Income	-	-	0.0%	0.00%
Minus: Indebtedness	(466)	(\$466)	0.0%	0.00%
Total Net Ending Capital	\$18,101,805	\$18,101,805	\$18,101,805	100.00%

note: CCCERA's share of the Fund's Mgmt & Professional fees for the quarter: \$ 36,819

Total Fund Capital (06/30/13):	\$171,780,204
CCCERA Capital (06/30/13):	\$18,101,805
% CCCERA of Fund for Q2:13	10.54%
Total Fund Capital (03/31/13):	\$105,720,612
CCCERA Capital (03/31/13):	\$11,143,528
% CCCERA of Fund for Q1:13	10.54%
Total Fund Capital (12/31/12):	\$78,549,749
CCCERA Capital (12/31/12):	\$8,281,531
% CCCERA of Fund for Q4:12	10.54%
Total Fund Capital (9/30/12):	\$87,134,007
CCCERA Capital (9/30/12):	\$9,185,740
% CCCERA of Fund for Q3:12	10.54%
Total Fund Capital (6/30/12):	\$87,409,067
CCCERA Capital (6/30/12):	\$9,214,713
% CCCERA of Fund for Q2:12	10.54%
Total Fund Capital (3/31/12):	\$87,338,574
CCCERA Capital (3/31/12):	\$9,207,288
% CCCERA of Fund for Q1:12	10.54%
Total Fund Capital (12/31/11):	\$93,499,127
CCCERA Capital (12/31/11):	\$9,856,199
% CCCERA of Fund for Q4:11	10.54%
Total Fund Capital (9/30/11):	\$109,934,623
CCCERA Capital (9/30/11):	\$11,587,406
% CCCERA of Fund for Q3:11	10.54%
Total Fund Capital (6/30/11):	\$121,059,632
CCCERA Capital (6/30/11):	\$12,759,241
% CCCERA of Fund for Q2:11	10.54%
Total Fund Capital (3/31/11):	\$71,885,469
CCCERA Capital (3/31/11):	\$7,579,562
% CCCERA of Fund for Q1:11	10.54%
Total Fund Capital (12/31/10):	\$72,274,568
CCCERA Capital (12/31/10):	\$7,620,547
% CCCERA of Fund for Q4:10	10.54%
% CCCERA of Fund Committed Capital	13.33%
% CCCERA of LP Committed Capital	13.42%

**Contra Costa County Employees' Retirement Association  
Organizational Background Update  
As of June 30, 2013**

**Manager Name: BAY AREA EQUITY FUND I, LP**

**Please make sure we have the latest information on the following topics. Answer on a separate sheet(s) of paper if necessary.**

1. Has there been any change in the firm's ownership structure? Are any ownership changes anticipated? **Since the prior quarter, no ownership change has occurred. DBL Investors, LLC is the investment advisor to, and management company for BAEF I, LP (Fund I) and is the investment advisor to, and management company for DBL Equity Fund – BAEF II, L.P (Fund II).**
2. Have the investment personnel responsible for this account changed? For the entire firm, have there been any key personnel changes? **No, DBL Investors in the persons of Nancy Pfund, Michael Dorsey, Seth Miller, Mark Perutz, and Carol Wong continues to serve as the investment advisor to, and management company for Fund I. DBL Investors in the persons of Nancy Pfund, Cynthia Ringo, Seth Miller, Mark Perutz, Patrick Sagisi, Sarah Ham, Lisa Hagerman, and Carol Wong serve as the investment advisor to, and management company for Fund II. Michael Dorsey is not involved in Fund II.**
3. What is the current amount of money under management in the firm's various investment disciplines? **\$75 Million in Fund I. \$150.8 Million in Fund II.**
4. For the past quarter, has the firm gained or lost any accounts in the product areas of concern to Contra Costa County? If yes, please specify the number of accounts and the amount of money. **No.**
5. Have any new investment products or disciplines been introduced to the institutional marketplace? If yes, please discuss. **No.**
6. Please state any recent changes or developments in the firm's investment management process. **There have been no changes in the firm's investment management process.**

**Contra Costa County Employees' Retirement Association  
Alternative Asset Investment Information Report**

Manager Name: DBL Equity Fund - BAEF II  
 Quarter Beginning Date: 4/1/2013  
 Quarter Ending Date: 06/30/13  
 Account Inception Date: 12/7/2009

**Account Performance - Time Weighted**

	<u>12/31/10</u>	<u>3/31/11</u>	<u>6/30/11</u>	<u>9/30/11</u>	<u>12/31/11</u>	<u>3/31/12</u>	<u>6/30/12</u>	<u>9/30/12</u>	<u>12/31/12</u>	<u>3/31/13</u>	<u>6/30/13</u>	<u>Latest Quarter</u>	<u>Year to Date</u>	<u>LTM</u>	<u>Annualized Return Inception to Date</u>
Interest and Other Income	\$0	\$0	\$8,028	\$2,852	\$120	\$2,298	\$7,203	\$7,649	\$16,717	\$23,225	\$29,437	\$29,437			
Professional Fees and Other	\$125,389	\$65,314	\$45,539	\$130,262	\$37,985	\$62,926	\$70,555	\$42,969	\$70,641	\$43,693	\$48,518	\$48,518			
Gross Investment Income	(\$125,389)	(\$65,314)	(\$37,511)	(\$127,410)	(\$37,865)	(\$60,628)	(\$63,352)	(\$35,320)	(\$53,924)	(\$20,468)	(\$19,081)	(\$19,081)			
Partners Capital at beginning of quarter	\$21,049,446	\$22,820,064	\$36,550,830	\$46,997,516	\$59,887,538	\$69,298,453	\$65,343,340	\$65,957,653	\$70,280,246	\$69,358,477	\$76,800,326	\$76,800,326			
current quarter contribution	\$675,000	\$15,524,232	\$9,363,352	\$15,373,200	\$8,218,600	\$1,885,000	\$0	\$5,308,160	\$4,267,640	\$5,775,640	\$4,659,720	\$4,659,720			
days of contribution	1	72	15	52	11	25	-	5	18	4	6	6			
Gross Investment Income Return	(0.60%)	(0.23%)	(0.10%)	(0.25%)	(0.06%)	(0.09%)	(0.10%)	(0.05%)	(0.08%)	(0.03%)	(0.02%)	(0.02%)	(0.05%)	(0.18%)	(3.89%)
Gross Investment Income Return +1	99.40%	99.77%	99.90%	99.75%	99.94%	99.91%	99.90%	99.95%	99.92%	99.97%	99.98%	99.98%			
net realized investment loss/gain	-	-	-	-	-	-	-	-	-	-	-	-			
net writeup/writedown of assets	\$1,835,831	\$860,479	\$1,998,434	(\$994,684)	\$2,180,427	(\$4,839,567)	\$1,617,583	\$0	(\$4,185,238)	\$2,620,836	\$16,541,893	\$16,541,893			
Gross Appreciation Return	8.72%	3.03%	5.25%	(1.97%)	3.58%	(6.93%)	2.48%	0.00%	(5.96%)	3.78%	21.54%	21.54%	26.13%	18.62%	27.22%
Gross Appreciation Return +1	108.72%	103.03%	105.25%	98.03%	103.58%	93.07%	102.48%	100.00%	94.04%	103.78%	121.54%	121.54%			
Total Return Before Fees	8.12%	2.80%	5.15%	(2.22%)	3.52%	(7.02%)	2.38%	(0.05%)	(6.03%)	3.75%	21.51%	21.51%	26.07%	18.40%	7.53%
Total Return Before Fees +1	108.12%	102.80%	105.15%	97.78%	103.52%	92.98%	102.38%	99.95%	93.97%	103.75%	121.51%	121.51%			
investment management fee	\$599,375	\$2,574,043	\$877,589	\$1,361,084	\$950,247	\$939,918	\$939,918	\$950,247	\$950,247	\$929,589	\$939,918	\$939,918			
Total Return After Fees	5.28%	(6.27%)	2.84%	(4.91%)	1.96%	(8.36%)	0.94%	(1.49%)	(7.38%)	2.41%	20.29%	20.29%	23.19%	12.39%	(8.25%)
Total Return After Fees +1	105.28%	93.73%	102.84%	95.09%	101.96%	91.64%	100.94%	98.51%	92.62%	102.41%	120.29%	120.29%			

**Account and Benchmark  
Dollar Weighted Performance  
Internal Rate of Return from Inception**

	<u>Date</u>	<u>Before Fees</u>	<u>After Fees</u>
Date of first cash flow - Fund	12/7/2009		
Date of first cash flow - CCCERA	12/7/2009		
IRR [as of 06/30/13] - Fund Level		11.4%	1.2%
IRR [as of 06/30/13] - CCCERA Level		10.0%	1.1%
IRR - Benchmark 1: Cambridge Associates US VC Benchmark Median Net IRR to LPs (after fees) as of 03/31/13 for 2009 funds	12.45%		
IRR - Benchmark 2: Cambridge Associates US VC Benchmark Upper Quartile Net IRR to LPs (after fees) as of 03/31/13 for 2009 funds	18.46%		

**Investment Management Fee for the Quarter**

Investment Management Fee this Quarter	\$939,918
Quarter Ending Fund Capital	\$97,032,312
Fee as a % of Quarter Ending Fund Capital	0.97%

**DBL Equity Fund - BAEF II**

**Reconciliation of Latest Quarter Ending Values**

**CCCERA portion only:**

	<u>Book Value</u>	<u>Market Value</u>	<u>Market Value %</u>
<b>Beginning of Quarter Capital (04/01/13):</b>			
Investments	\$4,925,382	\$4,925,382	96.71%
Cash and Other Assets	168,964	\$168,964	3.32%
Accrued Income	-	-	0.00%
Minus: Indebtedness	(1,486)	(1,486)	-0.03%
<b>Total Net Beginning Capital</b>	<b>\$5,092,860</b>	<b>\$5,092,860</b>	<b>100.00%</b>
<b>Changes to Capital</b>			
Capital Contributions	\$309,000	\$309,000	23.78%
Capital Distribution	-	-	0.00%
Syndication Costs	-	-	0.00%
Net Realized Gain (Loss)	-	-	0.00%
Net Investment Gain (Loss)	(51,439)	(\$51,439)	-3.96%
Unrealized Appreciation (Depreciation)	1,041,966	\$1,041,966	80.18%
<b>Total Changes to Capital</b>	<b>\$1,299,527</b>	<b>\$1,299,527</b>	<b>100.00%</b>
<b>End of Quarter Capital (06/30/13):</b>			
Investments	\$6,192,096	\$6,192,096	96.87%
Cash and Other Assets	202,030	\$202,030	3.16%
Accrued Income	-	-	0.00%
Minus: Indebtedness	(1,739)	(1,739)	-0.03%
<b>Total Net Ending Capital</b>	<b>\$6,392,387</b>	<b>\$6,392,387</b>	<b>100.00%</b>

note: CCCERA's share of the Fund's Mgmt & Professional fees for the quarter: \$ 65,546

Total Fund Capital (06/30/13):	\$97,032,312
CCCERA Capital (06/30/13):	\$6,392,387
% CCCERA of Fund for Q2:13	6.59%
Total Fund Capital (03/31/13):	\$76,800,326
CCCERA Capital (03/31/13):	\$5,092,860
% CCCERA of Fund for Q1:13	6.63%
Total Fund Capital (12/31/12):	\$69,358,477
CCCERA Capital (12/31/12):	\$4,599,369
% CCCERA of Fund for Q4:12	6.63%
Total Fund Capital (9/30/12):	\$70,280,246
CCCERA Capital (9/30/12):	\$4,660,494
% CCCERA of Fund for Q3:12	6.63%
Total Fund Capital (6/30/12):	\$65,957,653
CCCERA Capital (6/30/12):	\$4,373,850
% CCCERA of Fund for Q2:12	6.63%
Total Fund Capital (3/31/12):	\$65,343,340
CCCERA Capital (3/31/12):	\$4,333,113
% CCCERA of Fund for Q1:12	6.63%
Total Fund Capital (12/31/11):	\$69,298,453
CCCERA Capital (12/31/11):	\$4,595,388
% CCCERA of Fund for Q4:11	6.63%
Total Fund Capital (9/30/11):	\$59,887,538
CCCERA Capital (9/30/11):	\$3,971,322
% CCCERA of Fund for Q3:11	6.63%
Total Fund Capital (6/30/11):	\$46,997,516
CCCERA Capital (6/30/11):	\$3,337,892
% CCCERA of Fund for Q2:11	7.10%
Total Fund Capital (3/31/11):	\$36,550,830
CCCERA Capital (3/31/11):	\$2,595,940
% CCCERA of Fund for Q1:11	7.10%
Total Fund Capital (12/31/10):	\$22,820,064
CCCERA Capital (12/31/10):	\$2,394,563
% CCCERA of Fund for Q4:10	10.49%
Total Fund Capital (9/30/10):	\$21,049,446
CCCERA Capital (9/30/10):	\$2,273,159
% CCCERA of Fund for Q3:10	10.80%
Total Fund Capital (6/30/10):	\$20,451,500
CCCERA Capital (6/30/10):	\$2,375,319
% CCCERA of Fund for Q2:10	11.61%
% CCCERA of Fund Committed Capital	6.63%
% CCCERA of LP Committed Capital	6.68%

**Contra Costa County Employees' Retirement Association  
Organizational Background Update  
As of June 30, 2013**

**Manager Name: DBL EQUITY FUND – BAEF II, LP**

**Please make sure we have the latest information on the following topics. Answer on a separate sheet(s) of paper if necessary.**

1. Has there been any change in the firm's ownership structure? Are any ownership changes anticipated? **DBL Investors, LLC is the investment advisor to, and management company for BAEF I, LP (Fund I) and is the investment advisor to, and management company for DBL Equity Fund – BAEF II, L.P (Fund II).**
2. Have the investment personnel responsible for this account changed? For the entire firm, have there been any key personnel changes? **No, DBL Investors in the persons of Nancy Pfund, Michael Dorsey, Seth Miller, Mark Perutz, and Carol Wong continues to serve as the investment advisor to, and management company for Fund I. DBL Investors in the persons of Nancy Pfund, Cynthia Ringo, Seth Miller, Mark Perutz, Patrick Sagisi, Sarah Ham, Lisa Hagerman, and Carol Wong serve as the investment advisor to, and management company for Fund II. Michael Dorsey is not involved in Fund II.**
3. What is the current amount of money under management in the firm's various investment disciplines? **\$75 Million in Fund I. \$150.8 Million in Fund II.**
4. For the past quarter, has the firm gained or lost any accounts in the product areas of concern to Contra Costa County? If yes, please specify the number of accounts and the amount of money. **No.**
5. Have any new investment products or disciplines been introduced to the institutional marketplace? If yes, please discuss. **No.**
6. Please state any recent changes or developments in the firm's investment management process. **There have been no changes in the firm's investment management process.**



# AFL-CIO HOUSING INVESTMENT TRUST

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October 17, 2013

## Contra Costa County Employees' Retirement Association

### San Francisco Office

One Sansome Street, Suite 3500  
San Francisco, CA 94104 • (415) 433-3044

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### National Office

2401 Pennsylvania Avenue, NW, Suite 200  
Washington, DC 20037 • (202) 331-8055

[www.aflcio-hit.com](http://www.aflcio-hit.com)

# Features of the HIT

*As of September 30, 2013*

- **\$4.6 billion investment grade fixed-income portfolio**
  - 373 investors
  - 363 Taft-Hartley pension plans and labor organizations hold approximately three-quarters of the HIT's assets, while 10 public employee pension plans hold one-quarter
  - Eligible investors have union member beneficiaries
  - Participants benefit from national diversification and may benefit from targeted initiatives
- **Open-end institutional commingled mutual fund registered under Investment Company Act of 1940**
  - Regulated by federal securities laws administered by the U.S. Securities and Exchange Commission
  - Provides transparency through regular disclosure in reports to SEC and participants
- **Monthly unit valuations and income distributions**
  - Third-party valuation and pricing – provides integrity
  - Ability to redeem and invest monthly with no sales charges or redemption fees – provides liquidity

# Construction Jobs Initiative

As of September 30, 2013

- **The HIT's Construction Jobs Initiative, launched in 2009, has reached 17,700 jobs and is working towards a new goal of 25,000 by the end of 2015.**
  - Response to continuing economic weakness and construction unemployment that remains significantly higher than the national unemployment rate
  - The HIT and its subsidiary, Building America CDE,\* have invested in 62 projects in 30 cities
  - Leveraged capital for total development value over \$4.3 billion
  - Large pipeline of projects should add to construction-related investments going forward
  - The HIT generated a cumulative 26.3% gross return and a cumulative 23.8% net return from the beginning of 2009 through September 30, 2013

\* To increase its capacity to invest in job-generating projects in low-income communities, the HIT established a Community Development Entity (CDE) as a wholly-owned subsidiary. Building America CDE, Inc., is utilizing New Markets Tax Credits to attract investors and enhance the financial viability of mixed-use developments and healthcare facilities in underserved neighborhoods.

*The performance data quoted represents past performance and is no guarantee of future results. Periods over one year are annualized. Investment results and principal value will fluctuate so that units in the HIT, when redeemed, may be worth more or less than the original cost. The HIT's current performance may be lower or higher than the performance data quoted. Performance data current to the most recent month-end is available from the HIT's website at [www.afcio-hit.com](http://www.afcio-hit.com). Gross performance figures do not reflect the deduction of HIT expenses. Net performance figures reflect the deduction of HIT expenses and are the performance figures investors experience in the HIT. Information about HIT expenses can be found on page 1 of the HIT's current prospectus.*

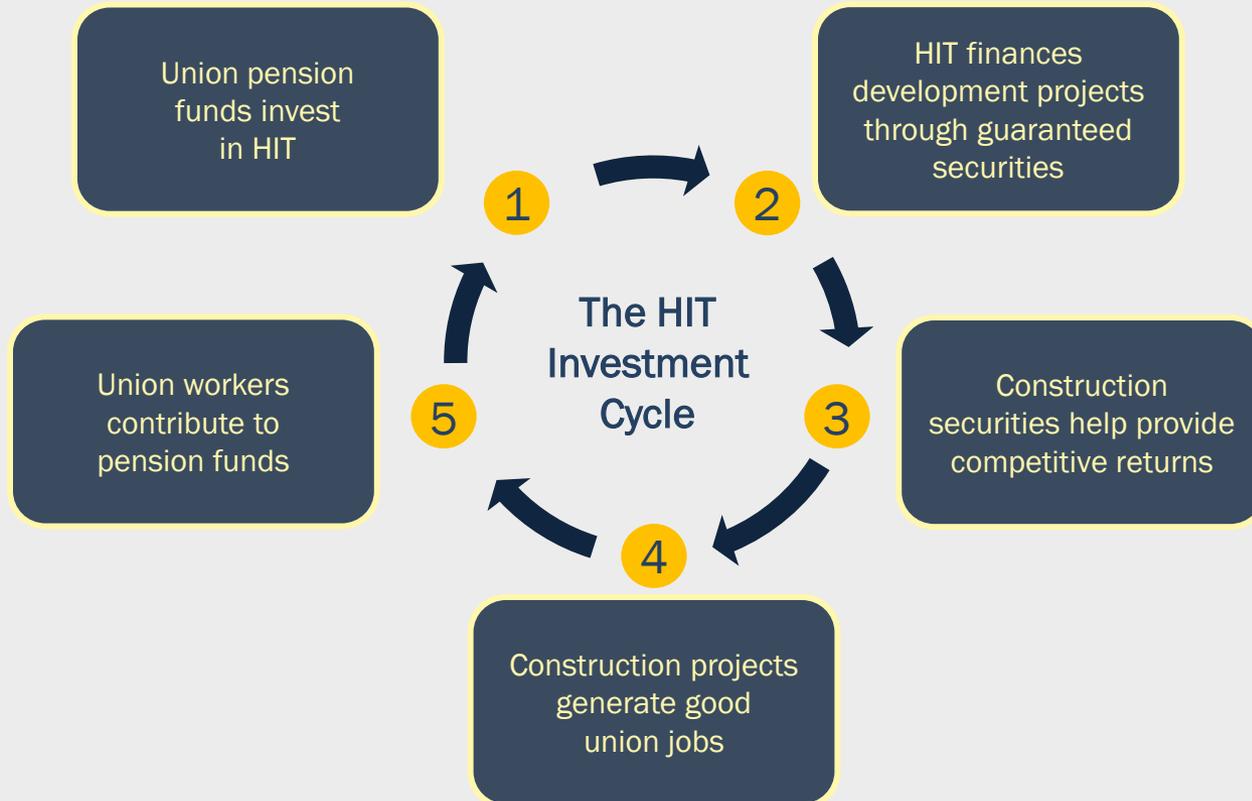
# Socially Responsible Investment

*As of September 30, 2013*

- **One of the oldest socially responsible investment funds in the U.S.** – nearly 50 years of successfully leveraging capital
- **Embraces “triple bottom line investing”**
  - competitive returns for its investors and their beneficiaries through prudent high-credit-quality investing
  - good jobs for union members
  - more livable communities, with high quality affordable housing and a sustainable environment
- **The HIT has invested over \$6.8 billion nationally since inception; total development value of \$11.7 billion\***
- **Generated more than 75,000 union jobs in construction-related industries\***
- **Produced nearly 110,000 housing and healthcare units nationwide\***
  - Includes 69,625 housing units affordable to low- and moderate-income families
- **Green Jobs Initiative – HIT investments exceed \$1.1 billion**
  - **LEED-certified projects** – HIT invested \$471 million in 25 projects with total development investment of over \$1.6 billion\* since 2001
  - **Energy retrofit projects** – invested \$683 million in 19 projects with total development value of \$1.2 billion since 2010

\*Including Building America projects

# Cycle of Sustainable Investment



The cycle of sustainable investment begins when union pension plans invest capital in the HIT. This capital allows the HIT to finance multifamily development projects through government/agency credit multifamily new construction and substantial rehabilitation securities, which provide pension plan investors with competitive returns. The projects create good union construction jobs. As workers at the projects earn income, the pension plan contributions increase. The pension plans have more capital to invest in the HIT and the cycle continues.

# Portfolio Performance: Objective and Strategy

## **OBJECTIVE:**

Generate competitive risk-adjusted fixed-income returns by investing primarily in multifamily mortgage securities, while financing housing, including affordable and workforce housing, and creating good union jobs

## **STRATEGY:**

- Construct and manage a portfolio with superior credit quality, higher yield and similar interest rate risk relative to the Barclays Aggregate benchmark
- Specialize and overweight in government/agency multifamily MBS, with a focus on construction-related investments
  - Ability to identify, negotiate and structure mortgage securities through direct access to mortgage bankers, developers and housing organizations
  - Expertise in government/agency multifamily MBS contributes to superior execution compared to other securities with comparable credit and interest rate risk
  - Income advantage of multifamily MBS, relative to securities in the Barclays Aggregate makes a positive contribution to performance

# Superior Yield and Lower Risk

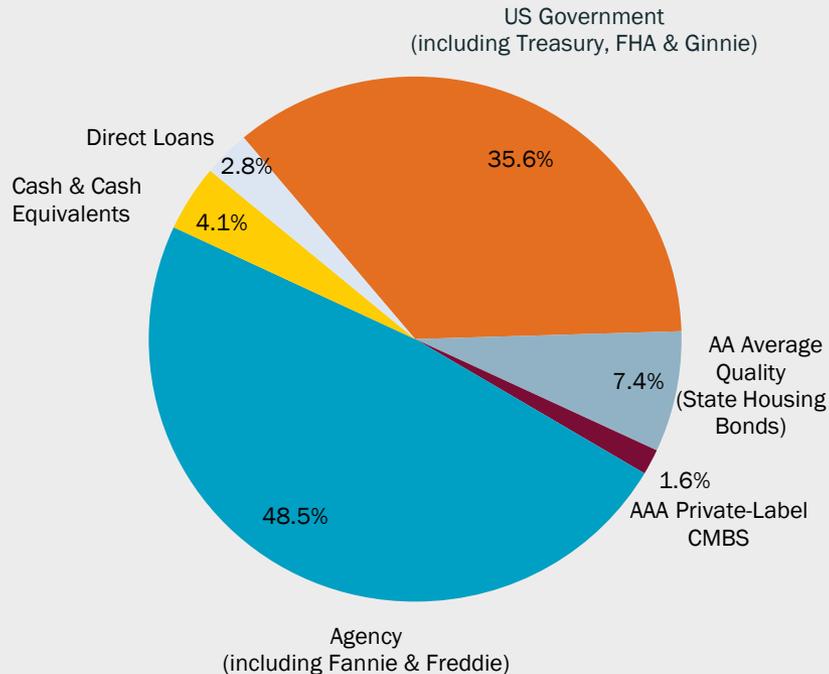
As of September 30, 2013

	HIT	Barclays Aggregate		HIT	Barclays Aggregate
<b>Superior Credit Profile</b>			<b>Similar Interest Rate Risk</b>		
AAA & U.S. Government/Agency	89.3%	72.7%	Effective Duration	5.04	5.35
A & Below	6.6%	22.3%	Convexity	0.07	0.02
<b>Superior Yield</b>			<b>Similar Call /Prepayment Risk</b>		
Current Yield: 53 basis point advantage	3.75%	3.22%	Call Protected	76%	71%
Yield to Worst: 63 basis point advantage	2.91%	2.28%	Not Call Protected	24%	29%

# Multifamily Focus – High Credit Quality

## Credit Quality

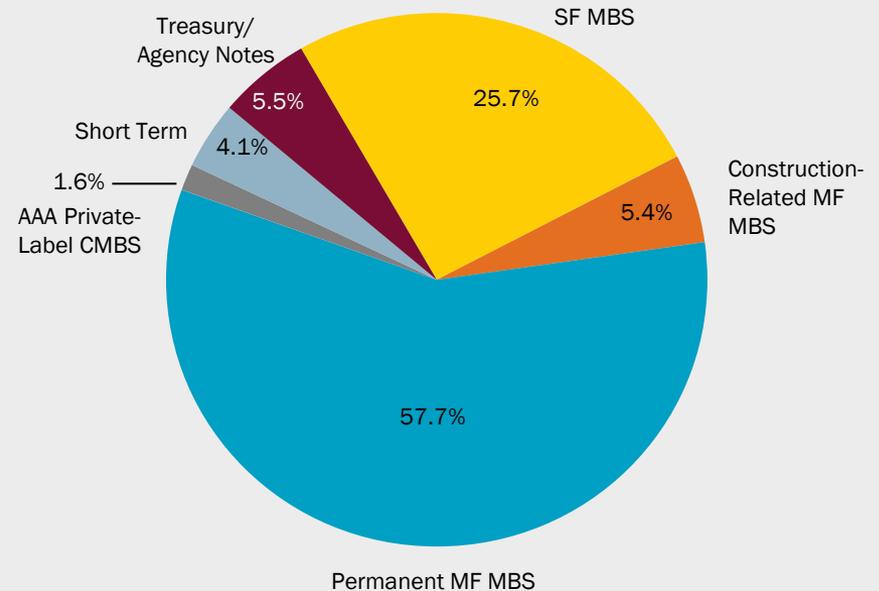
As of September 30, 2013



Focus on high credit quality securities has resulted in 89% of the portfolio in government/agency and AAA quality (based on total investments and including unfunded commitments).

## Sector Allocation

As of September 30, 2013



Total multifamily MBS comprised 63.1% of the portfolio (based on total investments and including unfunded commitments).

# Risk Management

Risk characteristics are actively measured, monitored and managed relative to the benchmark, the Barclays Aggregate

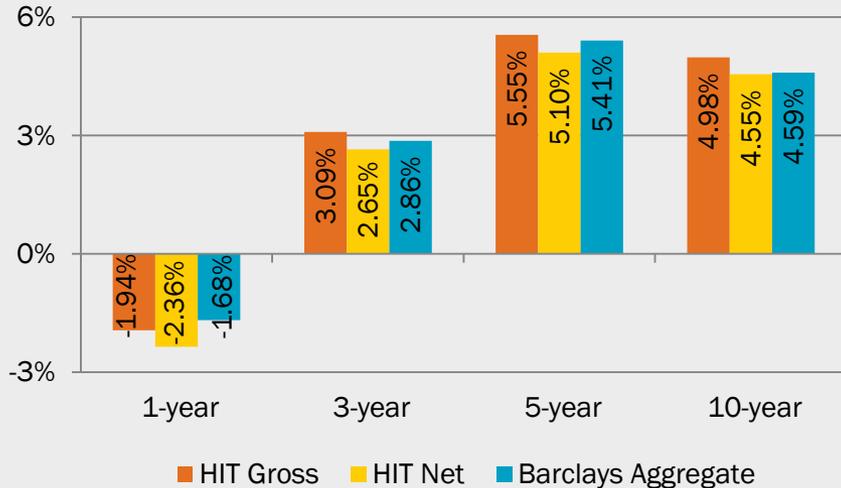
- **Lower credit risk – Higher credit quality**
  - Government/agency MBS
  - Substitutes call-protected multifamily MBS for corporate debt and some Treasuries and agency debt
  - No derivatives
  - No leverage through borrowing
- **Similar interest rate risk**
  - Duration and convexity similar to the benchmark
- **High liquidity**
  - Approximately 98% invested in liquid securities
  - Not a real estate fund

**Oversight Committees are comprised of senior management**

- **Portfolio Management Committee**
  - Sets portfolio macro-strategy and oversees Portfolio Management Group (PMG), monitors trading and valuation matters, approves counterparties
- **Investment Committee**
  - Reviews and approves all commitments related to construction, including pricing by PMG
  - Board of Trustees Executive Committee approves all transactions greater than \$50 million

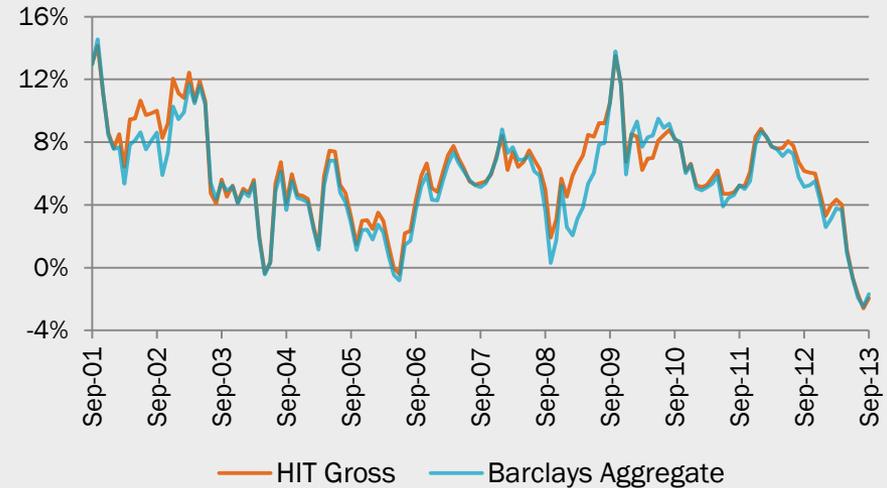
# Average Annual Total Returns vs. Benchmark

**Annualized Total Returns vs. Benchmark**  
As of September 30, 2013



The HIT's gross returns exceeded the Barclays Aggregate for the 3-, 5-, and 10-year periods ending September 30, 2013.

**HIT Performance versus the Benchmark**

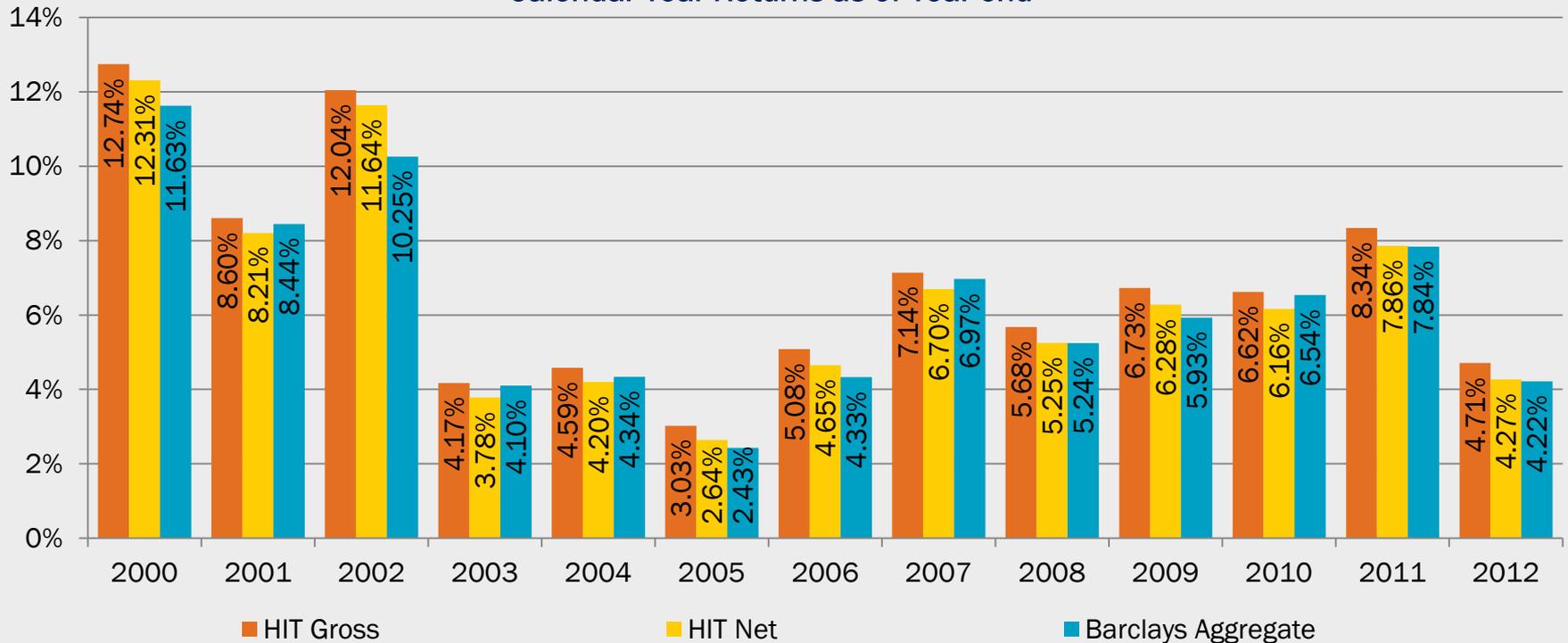


Rolling annual returns show a high correlation with the Barclays Aggregate, exceeding the benchmark during periods of economic weakness; 95% correlation of month-over-month returns over the 5 years ending August 31, 2013.

*The performance data quoted represents past performance and is no guarantee of future results. Periods over one year are annualized. Investment results and principal value will fluctuate so that units in the HIT, when redeemed, may be worth more or less than the original cost. The HIT's current performance may be lower or higher than the performance data quoted. Performance data current to the most recent month-end is available from the HIT's website at [www.aflcio-hit.com](http://www.aflcio-hit.com). Gross performance figures do not reflect the deduction of HIT expenses. Net performance figures reflect the deduction of HIT expenses and are the performance figures investors experience in the HIT. Information about HIT expenses can be found on page 1 of the HIT's current prospectus.*

# Average Annual Total Returns vs. Benchmark

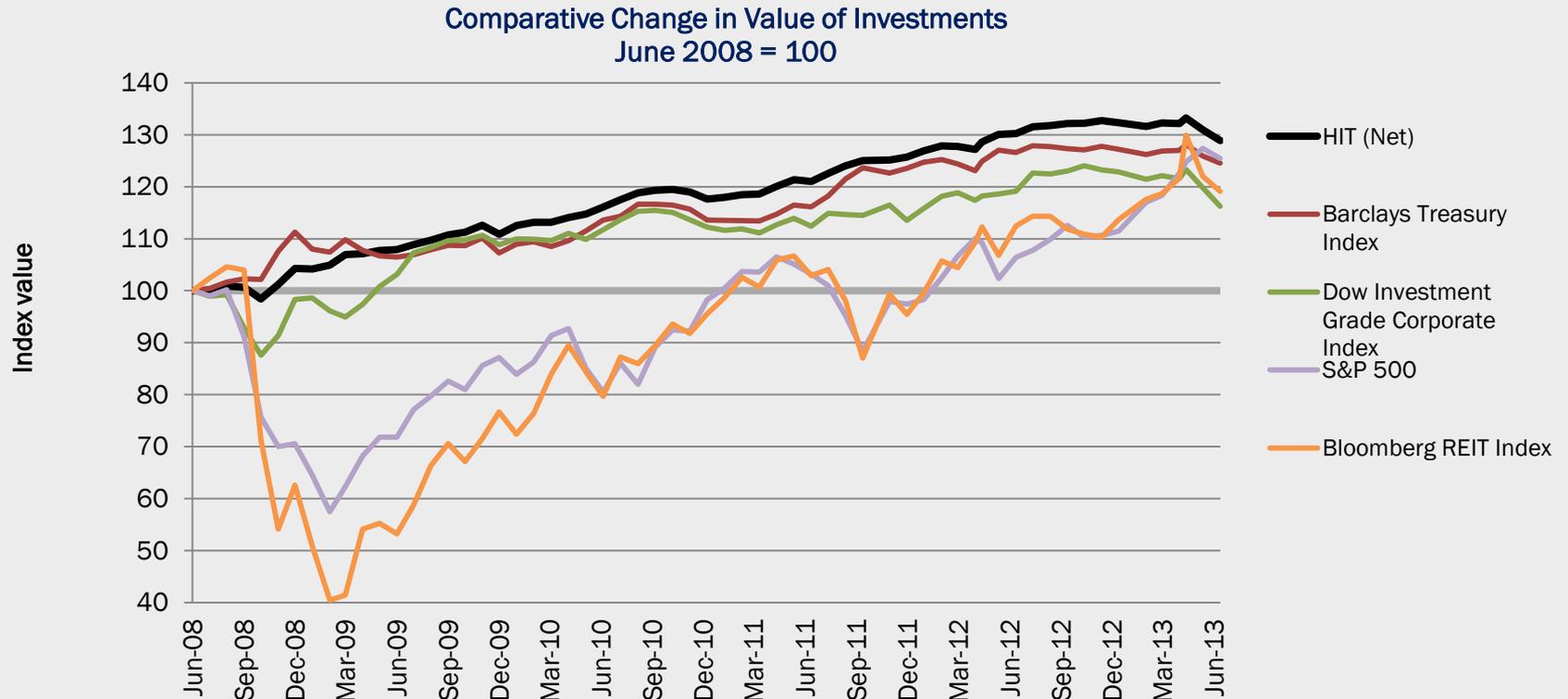
## Calendar Year Returns as of Year-end



The HIT's gross returns have exceeded the Barclays Aggregate for 20 consecutive calendar years, including 2008, when many fixed-income investments' returns were lower than the benchmark or negative. For five of the last seven calendar years, the HIT's net return also exceeded the benchmark.

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# HIT Has Provided More Consistent Growth and Diversification



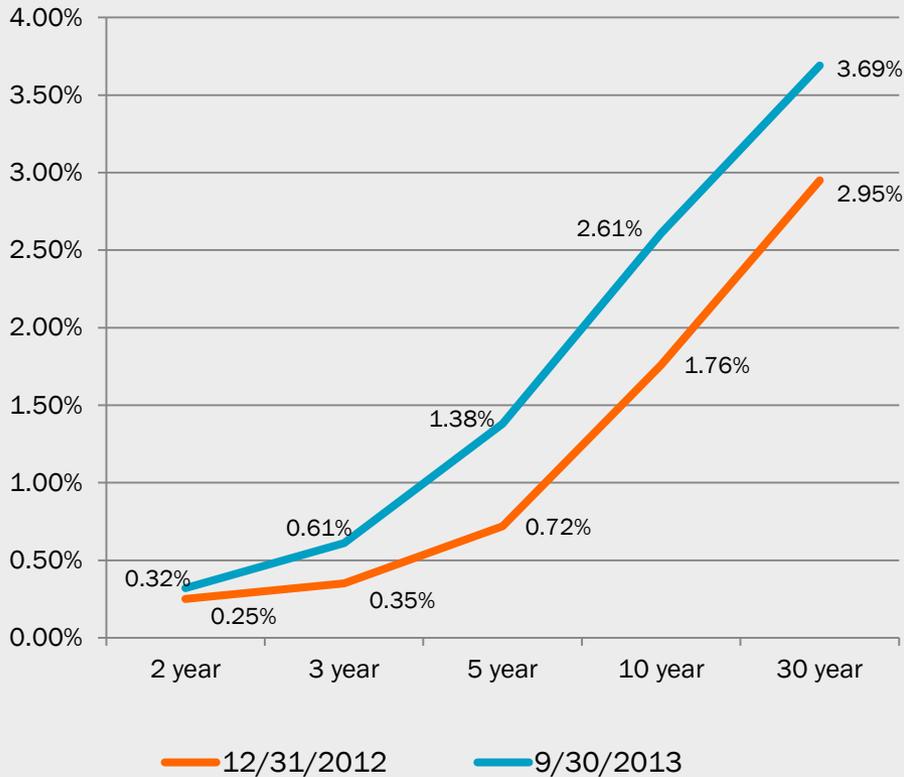
From June 30, 2008 through June 30, 2013, the HIT provided steadier growth than many asset classes. The HIT provides diversification lacking in many other fixed income funds because it does not hold corporate bonds.

Source: Haver Analytics, Bloomberg and the HIT

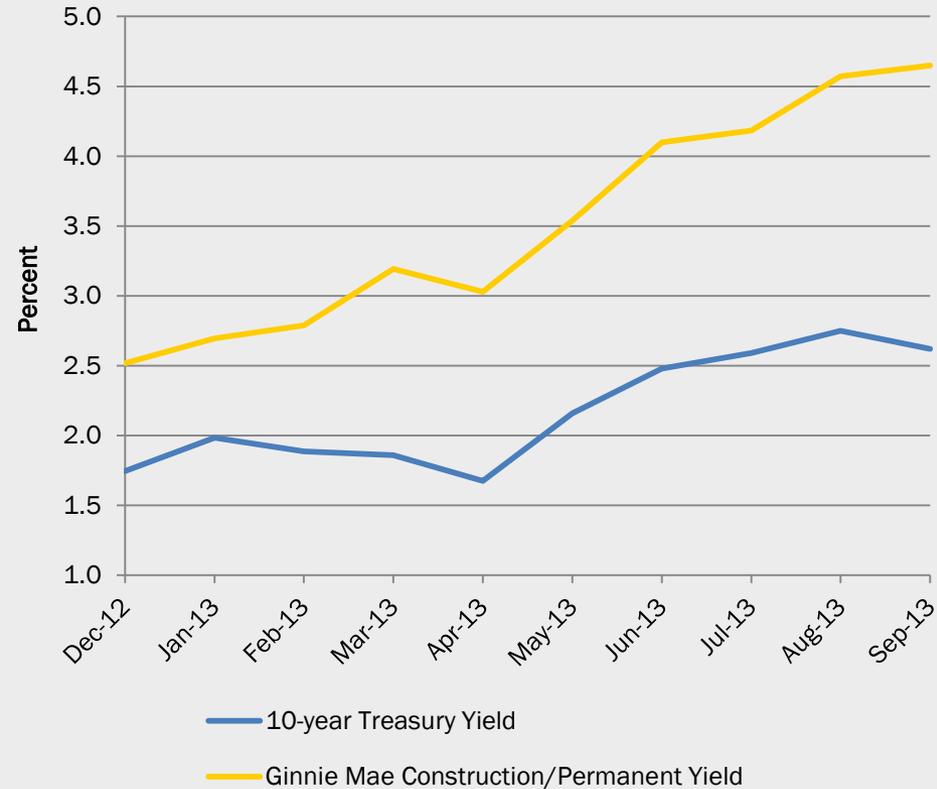
*The performance data quoted represents past performance and is no guarantee of future results. Investment results and principal value will fluctuate so that units in the HIT, when redeemed, may be worth more or less than the original cost. The HIT's current performance may be lower or higher than the performance data quoted. Performance data current to the most recent month-end is available from the HIT's website at [www.aflcio-hit.com](http://www.aflcio-hit.com). Net performance figures reflect the deduction of HIT expenses and are the performance figures investors experience in the HIT. Information about HIT expenses can be found on page 1 of the HIT's current prospectus.*

# Interest Rate Environment in 2013

## Yield Curve Shift



## 10-Year Treasury vs. Ginnie Mae Construction/Permanent MBS Yields

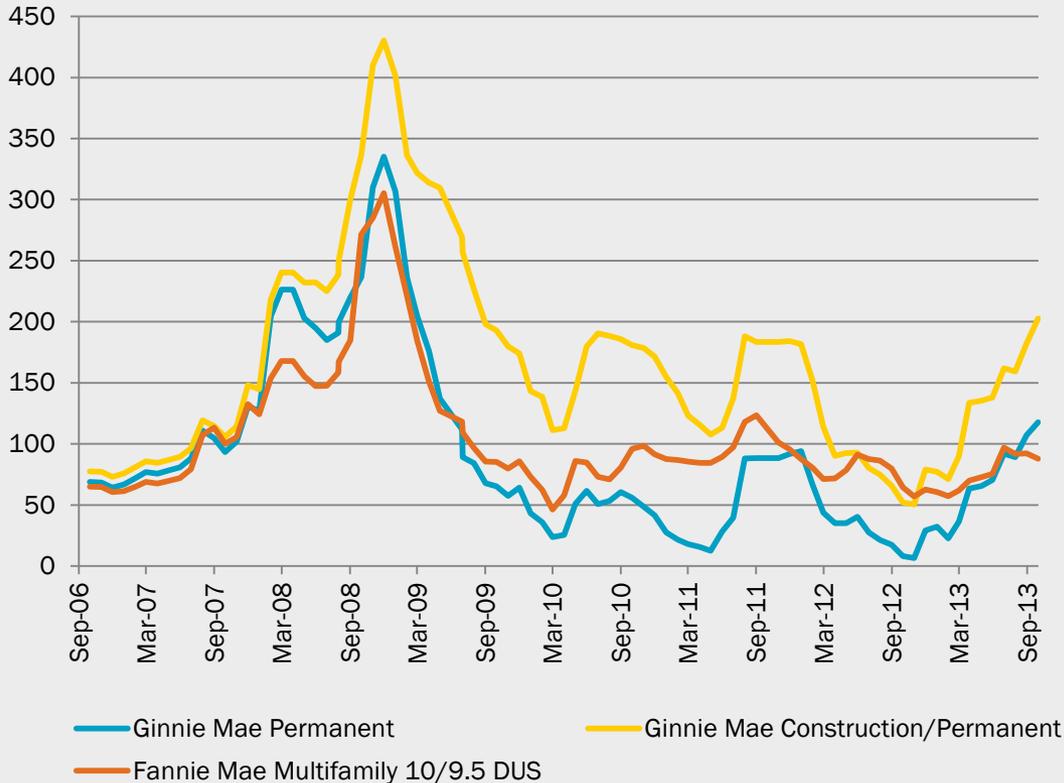


Source: Bloomberg and the HIT

# Multifamily Focus – Attractive Construction Spreads

## Attractive Construction MBS Spreads

(Spreads to 10-Year Treasury in Basis Points)  
As of September 30, 2013



Multifamily construction-related loan spreads remain higher than permanent loan spreads and some other high credit quality options.

## Investment Comparison

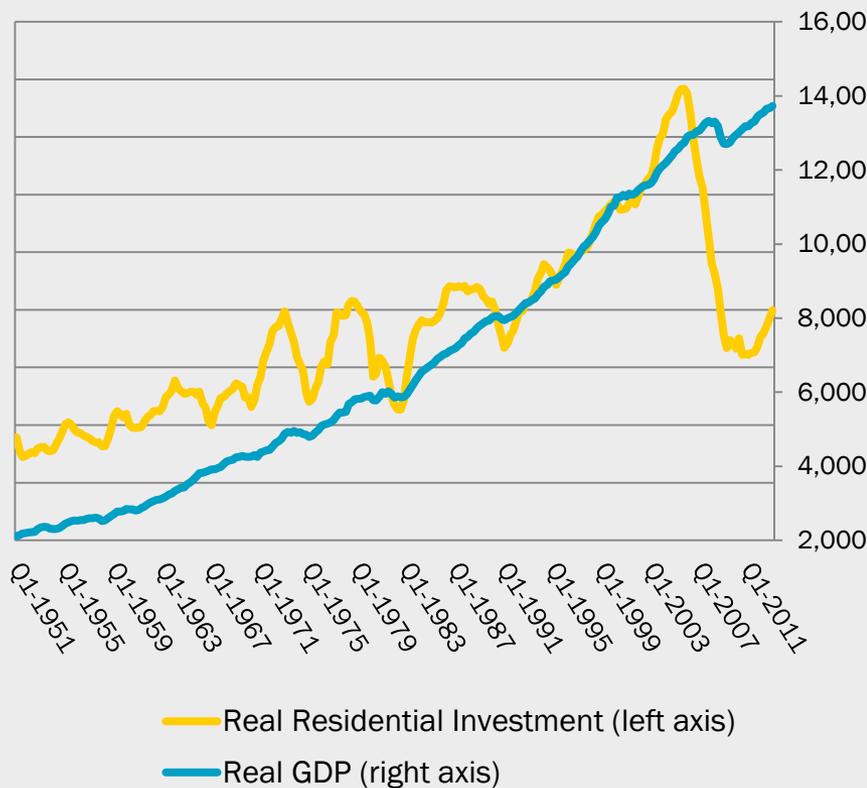
As of September 30, 2013

Investment Type	Effective Duration	Effective Convexity	Yield (%)	Spread to 10-Year (bps)
10 Year UST	8.64	0.85	2.62%	0
GNMA Construction/Perm.	8.80	0.48	4.65%	203
GNMA Permanent	8.01	0.39	3.80%	118
Agency CMBS	7.00	0.58	4.07%	145
FNMA Multifamily 10/9.5 DUS	7.47	0.34	3.50%	88
FNMA 3.5% 30yr MBS	6.54	-1.55	3.26%	64
Gold (Freddie Mac) 3.5% 30yr MBS	6.61	-1.43	3.32%	70
GNMA 3.5% 30yr MBS	6.42	-0.99	3.10%	48
Corp (10yr) AA	7.88	0.71	3.43%	81

Construction-related MBS convert to permanent MBS, with the potential for significant price appreciation.

# Market Outlook

Real GDP Versus Real Residential Investment  
(Billion of 2005 US\$)



Total Construction Spending  
(Billions)

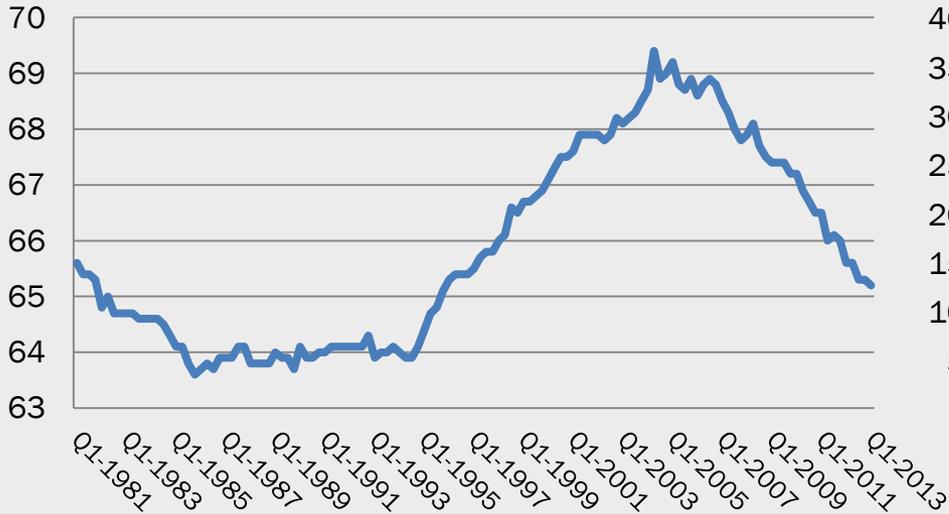


Source: US Census Bureau

# Market Outlook

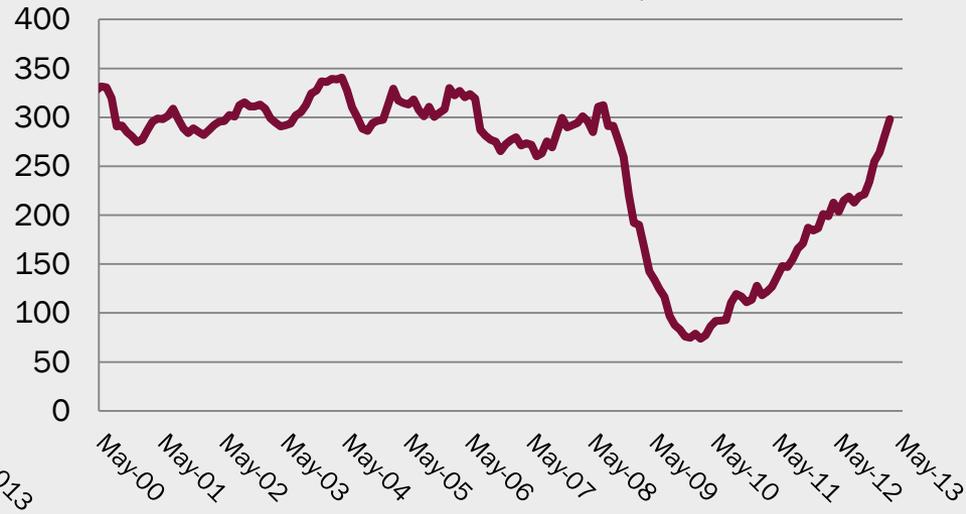
**Steady Decline in Home Ownership Since 2004**

(Percent)

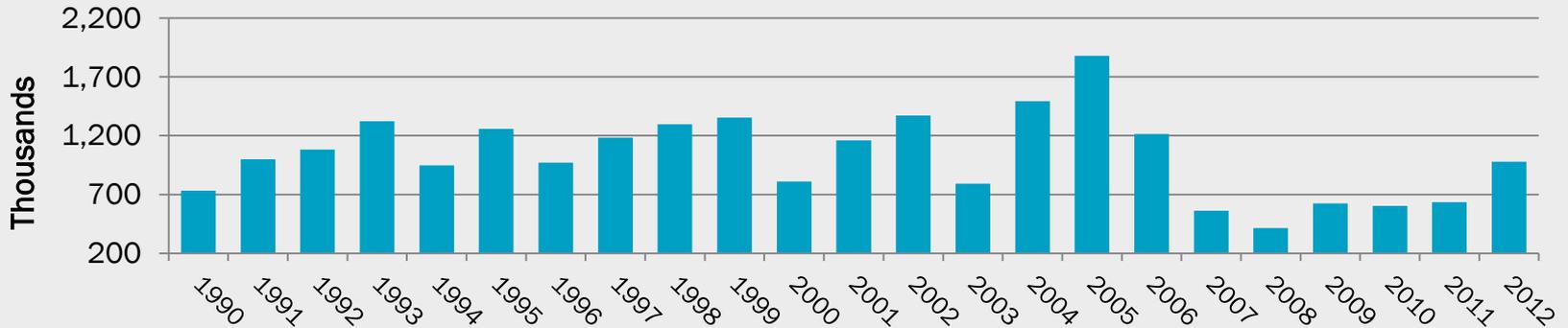


**Increased Demand for Multifamily Housing**

(Six-Month Moving Average of Multifamily Starts at Annual Rate in thousands)



**Household Formation**



Source: top, US Census Bureau; bottom, US Census Bureau and Haver Analytics (adjusted for breaks in data)

# Multifamily/Rental Housing Demand Facts

- Hard to access mortgage credit for single home buyers
- Lessons learned from housing bubble
- Americans switching to renting vs. owning
- Household formation of 1.2 million per year in a normal economy
- Nearly 3 million households have become renters since the housing meltdown – at least 3 million more expected by 2015
- Rehab opportunities
- Aging multifamily projects will need substantial rehab in dense urban markets
- Migration into major cities and limited land – need to build up
- Time horizon – multifamily demand expected to be strong and ongoing for the foreseeable future

# HIT Positioned Well in the Current Environment

- There has been a rapid and large rise in interest rates
- Government guaranteed multifamily MBS spreads have widened significantly
- These investments are currently undervalued due to rapid change in broader interest rate markets
- The rise in rates and spreads provides the HIT's investors an opportunity to earn higher income with less risk
- The HIT's large, diverse, and growing pipeline of investments should allow the HIT to continue to execute its strategy and offer investors more expected return for less risk
- Steady growth and many new investors based on its long track record of competitive returns and its ability to create jobs and stimulate local economies
- Low inflation, tepid economic growth, and monetary policy make fixed income an important asset class for diversified portfolios

# The Team

- **Internal management**
  - Portfolio management, multifamily investments, financial administration, marketing and investor relations in DC headquarters; regional offices in Boston, New York City, San Francisco, Los Angeles, and New Orleans; and a Midwest regional marketing director.
- **Leadership**
  - Stephen Coyle, CEO: 40 years experience in housing production and finance, economic development, and urban planning, with 21 years at the HIT
  - Ted Chandler, COO: 26 years experience in housing finance and community development, including 15 years at Fannie Mae
  - Erica Khatchadourian, CFO: 24 years experience in accounting for financial transactions, general and personnel management and policy development, with 20 years at the HIT
- **Portfolio management**
  - Chang Suh, CFA, CPA, Sr. EVP/Chief Portfolio Manager: 18 years experience, including in the financial services group of Arthur Andersen, specializing in the commercial mortgage industry and 15 years at the HIT
  - Guy Carter, Assistant Portfolio Manager: 12 years of experience including 6 years at Freddie Mac
  - Mike Cook, CFA, Assistant Portfolio Manager: 10 years of experience at the HIT
  - David Phillips, Senior Portfolio Analyst: 14 years of experience at the HIT

# Contact Information

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Washington, DC 20037  
(202) 331-8055

## San Francisco Office

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San Francisco, CA 94104  
(415) 640-5204

[www.aflcio-hit.com](http://www.aflcio-hit.com)

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**Emily Johnstone, Western Regional Marketing Director**

[ejohnstone@aflcio-hit.com](mailto:ejohnstone@aflcio-hit.com)

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*Investors should consider the HIT's investment objectives, risks and expenses carefully before investing. A prospectus containing more complete information may be obtained from the HIT by calling the Marketing and Investor Relations Department collect at 202-331-8055 or by viewing the HIT's website at [www.aflcio-hit.com](http://www.aflcio-hit.com). The prospectus should be read carefully before investing.*

*This document contains forecasts, estimates, opinions, and/or other information that is subjective. Statements concerning economic, financial, or market trends are based on current conditions, which will fluctuate. There is no guarantee that such statements will be applicable under all market conditions, especially during periods of downturn. It should not be considered as investment advice or as a recommendation of any kind. The yield calculations herein are not current yield or other performance data as defined by the SEC in rule 482, but instead represent widely accepted portfolio characteristic information based on coupon rate, current price and, for yield to worst, certain prepayment assumptions.*

# Competitive Returns and Collateral Benefits through Directly Sourced Multifamily Investments

## The HIT offers investors:

- Competitive Returns
- Low Risk Liquid Investment
- Diversification
- Construction Jobs
- Affordable Housing



Coquille Valley Hospital — Coquille



Arc Light — San Francisco



333 Harrison — San Francisco



Potrero Launch— San Francisco

# Contra Costa County Employees' Retirement Association

## Performance for Periods Ended September 30, 2013

	1 Year	3 Year	5 Year	10 Year
HIT Time-Weighted, Gross	-1.94%	3.09%	5.55%	4.98%
HIT Time-Weighted, Net	-2.36%	2.65%	5.10%	4.55%

**Market Value of Units Held at 9/30/13: \$200,443,614.09**

*Returns over one year are annualized. The performance data quoted represents past performance and is no guarantee of future results. Investment results and principal value will fluctuate so that units in the HIT, when redeemed, may be worth more or less than the original cost. The HIT's current performance may be lower or higher than the performance data quoted. Performance data current to the most recent month-end is available from the HIT's website at [www.aflcio-hit.com](http://www.aflcio-hit.com). Gross performance figures do not reflect the deduction of HIT expenses. Net performance figures reflect the deduction of HIT expenses and are the performance figures investors experience in the HIT. Information about HIT expenses can be found on page 1 of the HIT's current prospectus.*

*Important Notice. The information furnished in this report is provided as a courtesy only to assist you in your internal reviews and does not constitute a statement of your account. Unless expressly stated otherwise, the HIT makes no representations, express or implied, as to the accuracy of the information being reported. In accordance with the Investment Company Act of 1940, as amended, the HIT files numerous reports with the Securities and Exchange Commission, including information on its performance in its annual (audited) and semi-annual (unaudited) reports and its complete schedule of portfolio holdings for the 1st and 3rd quarters on Form N-Q.*

# AFL-CIO Housing Investment Trust



## Contra Costa County Employees' Retirement Association

### CCC283 Participant Profile

Valuation Date	Transaction Type	Amount Invested	Units Purchased	Total Units	Market Value Per Unit	Market Value of Plan's Units	Income Earned Per Unit	Income Earned by Plan per Period
06/30/1991	Investment	\$5,000,000.00	4,740.1807	4,740.1807	\$1,054.8121	\$4,999,999.96		
07/31/1991		\$0.00	0.0000	4,740.1807	\$1,064.4635	\$5,045,749.34	7.4300853000	\$35,219.95
08/31/1991		\$0.00	0.0000	4,740.1807	\$1,075.3125	\$5,097,175.56	7.7527298000	\$36,749.34
09/30/1991		\$0.00	0.0000	4,740.1807	\$1,085.8860	\$5,147,295.86	7.1536451000	\$33,909.57
10/31/1991		\$0.00	0.0000	4,740.1807	\$1,093.3605	\$5,182,726.34	7.4741704000	\$35,428.92
11/30/1991		\$0.00	0.0000	4,740.1807	\$1,091.2705	\$5,172,819.36	8.1266946000	\$38,522.00
12/31/1991		\$0.00	0.0000	4,740.1807	\$1,106.9014	\$5,246,912.65	7.3723735000	\$34,946.38
01/31/1992		\$0.00	0.0000	4,740.1807	\$1,090.3638	\$5,168,521.44	7.0587684000	\$33,459.84
02/29/1992		\$0.00	0.0000	4,740.1807	\$1,087.1484	\$5,153,279.86	6.2823682000	\$29,779.56
03/31/1992		\$0.00	0.0000	4,740.1807	\$1,079.0132	\$5,114,717.55	6.6531761000	\$31,537.26
04/30/1992		\$0.00	0.0000	4,740.1807	\$1,076.0596	\$5,100,716.95	7.3507882000	\$34,844.06
05/31/1992		\$0.00	0.0000	4,740.1807	\$1,089.8640	\$5,166,152.30	6.3546463000	\$30,122.17
06/30/1992		\$0.00	0.0000	4,740.1807	\$1,089.9227	\$5,166,430.55	6.9101889000	\$32,755.54
07/31/1992		\$0.00	0.0000	4,740.1807	\$1,097.1405	\$5,200,644.22	6.4738500000	\$30,687.22
08/31/1992		\$0.00	0.0000	4,740.1807	\$1,098.0382	\$5,204,899.48	6.9543180000	\$32,964.72
09/30/1992		\$0.00	0.0000	4,740.1807	\$1,102.8428	\$5,227,674.16	6.2333431000	\$29,547.17
10/31/1992		\$0.00	0.0000	4,740.1807	\$1,088.4166	\$5,159,291.36	6.6410819000	\$31,479.93
11/30/1992		\$0.00	0.0000	4,740.1807	\$1,081.2035	\$5,125,099.96	7.6198956000	\$36,119.68
12/31/1992		\$0.00	0.0000	4,740.1807	\$1,086.4054	\$5,149,757.91	7.0324084000	\$33,334.89
01/31/1993		\$0.00	0.0000	4,740.1807	\$1,095.7353	\$5,193,983.32	6.8174577000	\$32,315.98
02/28/1993		\$0.00	0.0000	4,740.1807	\$1,106.1372	\$5,243,290.21	6.9235230000	\$32,818.75
03/31/1993		\$0.00	0.0000	4,740.1807	\$1,115.6000	\$5,288,145.59	7.1798174000	\$34,033.63
04/30/1993		\$0.00	0.0000	4,740.1807	\$1,116.8864	\$5,294,243.36	6.9367000000	\$32,881.64
05/31/1993		\$0.00	0.0000	4,740.1807	\$1,109.5955	\$5,259,683.17	7.0891000000	\$33,603.71
06/30/1993		\$0.00	0.0000	4,740.1807	\$1,116.5158	\$5,292,486.65	6.9308000000	\$32,853.06
07/31/1993		\$0.00	0.0000	4,740.1807	\$1,112.7609	\$5,274,687.74	7.0184000000	\$33,268.25
08/31/1993		\$0.00	0.0000	4,740.1807	\$1,114.7924	\$5,284,317.42	7.3737000000	\$34,952.70
09/30/1993		\$0.00	0.0000	4,740.1807	\$1,108.8849	\$5,256,314.80	6.5977000000	\$31,274.40
10/31/1993		\$0.00	0.0000	4,740.1807	\$1,110.9457	\$5,266,083.37	6.8768707449	\$32,597.61
11/30/1993		\$0.00	0.0000	4,740.1807	\$1,104.2098	\$5,234,153.98	6.4536123626	\$30,591.29
12/31/1993		\$0.00	0.0000	4,740.1807	\$1,102.5842	\$5,226,448.34	2.2900000000	\$10,855.01
12/31/1993		\$0.00	0.0000	4,740.1807	\$1,102.5842	\$5,226,448.34	7.8105566784	\$37,023.45
01/31/1994		\$0.00	0.0000	4,740.1807	\$1,101.5166	\$5,221,387.73	6.4717729614	\$30,677.37
02/28/1994	Investment	\$5,000,000.00	4,592.9536	9,333.1343	\$1,088.6241	\$10,160,274.93	8.0963305694	\$38,378.07
03/31/1994		\$0.00	0.0000	9,333.1343	\$1,055.6538	\$9,852,558.69	7.0611288006	\$65,902.46

# AFL-CIO Housing Investment Trust



## Contra Costa County Employees' Retirement Association

### CCC283 Participant Profile

Valuation Date	Transaction Type	Amount Invested	Units Purchased	Total Units	Market Value Per Unit	Market Value of Plan's Units	Income Earned Per Unit	Income Earned by Plan per Period
04/30/1994		\$0.00	0.0000	9,333.1343	\$1,037.1610	\$9,679,962.90	5.9557919539	\$55,586.21
05/31/1994		\$0.00	0.0000	9,333.1343	\$1,035.6647	\$9,665,997.73	5.0947769000	\$47,550.24
06/30/1994		\$0.00	0.0000	9,333.1343	\$1,027.7346	\$9,591,985.05	7.7632723747	\$72,455.66
07/31/1994		\$0.00	0.0000	9,333.1343	\$1,034.3268	\$9,653,510.93	6.7633670158	\$63,123.41
08/31/1994		\$0.00	0.0000	9,333.1343	\$1,030.8722	\$9,621,268.69	6.6667635626	\$62,221.80
09/30/1994		\$0.00	0.0000	9,333.1343	\$1,007.3326	\$9,401,570.44	7.1902280897	\$67,107.36
10/31/1994		\$0.00	0.0000	9,333.1343	\$993.5695	\$9,273,117.58	7.0372003280	\$65,679.14
11/30/1994		\$0.00	0.0000	9,333.1343	\$980.9715	\$9,155,538.75	6.7623328753	\$63,113.76
12/31/1994	Investment	\$2,095,000.00	2,113.1741	11,446.3084	\$991.3996	\$11,347,865.57	6.8130114016	\$63,586.75
01/31/1995		\$0.00	0.0000	11,446.3084	\$1,010.0868	\$11,561,765.02	6.8832811670	\$78,788.16
02/28/1995		\$0.00	0.0000	11,446.3084	\$1,028.9184	\$11,777,317.32	6.6781451712	\$76,440.11
03/31/1995		\$0.00	0.0000	11,446.3084	\$1,026.3131	\$11,747,496.26	7.0873429045	\$81,123.91
04/30/1995		\$0.00	0.0000	11,446.3084	\$1,036.9307	\$11,869,028.58	6.6734816747	\$76,386.73
05/31/1995		\$0.00	0.0000	11,446.3084	\$1,069.4439	\$12,241,184.70	6.7129238919	\$76,838.20
06/30/1995		\$0.00	0.0000	11,446.3084	\$1,071.4576	\$12,264,234.13	6.6361644445	\$75,959.58
07/31/1995	Investment	\$1,000,000.00	938.6977	12,385.0061	\$1,065.3057	\$13,193,817.59	6.4868838213	\$74,250.87
08/31/1995		\$0.00	0.0000	12,385.0061	\$1,069.4903	\$13,245,643.89	7.6076966056	\$94,221.37
09/30/1995		\$0.00	0.0000	12,385.0061	\$1,075.9060	\$13,325,102.37	6.6066812518	\$81,823.79
10/31/1995		\$0.00	0.0000	12,385.0061	\$1,082.3608	\$13,405,045.11	6.4458545765	\$79,831.95
11/30/1995		\$0.00	0.0000	12,385.0061	\$1,087.4295	\$13,467,820.99	6.8247496781	\$84,524.57
12/31/1995	Reinvestment	\$240,419.94	218.8566	12,603.8627	\$1,098.5272	\$13,845,686.00	6.1415727618	\$76,063.42
01/31/1996		\$0.00	0.0000	12,603.8627	\$1,099.8003	\$13,861,731.98	7.0096010223	\$88,348.05
02/29/1996		\$0.00	0.0000	12,603.8627	\$1,086.4002	\$13,692,838.96	6.3834977396	\$80,456.73
03/31/1996	Investment	\$5,000,000.00	4,670.9227	17,274.7854	\$1,070.4523	\$18,491,833.76	6.7277927050	
03/31/1996	Reinvestment	\$253,600.96	236.9101	17,511.6955	\$1,070.4523	\$18,745,434.72	6.7277927050	\$84,796.18
04/30/1996		\$0.00	0.0000	17,511.6955	\$1,060.8104	\$18,576,588.71	6.2620879547	\$109,659.78
05/31/1996		\$0.00	0.0000	17,511.6955	\$1,052.7305	\$18,435,095.96	6.6248255833	\$116,011.93
06/30/1996	Reinvestment	\$346,839.35	327.9843	17,839.6798	\$1,057.4875	\$18,865,238.39	6.9192409654	\$121,167.64
07/31/1996		\$0.00	0.0000	17,839.6798	\$1,054.2486	\$18,807,457.45	6.6064779705	\$117,857.45
08/31/1996		\$0.00	0.0000	17,839.6798	\$1,049.1220	\$18,716,000.55	6.3079753373	\$112,532.26
09/30/1996	Reinvestment	\$348,342.46	328.6523	18,168.3321	\$1,059.9117	\$19,256,827.76	6.6118196968	\$117,952.75
10/31/1996		\$0.00	0.0000	18,168.3321	\$1,072.5751	\$19,486,900.62	6.6877233045	\$121,504.78
11/30/1996		\$0.00	0.0000	18,168.3321	\$1,083.4379	\$19,684,259.58	6.0898899795	\$110,643.14
12/31/1996	Reinvestment	\$350,776.51	326.9172	18,495.2493	\$1,072.9827	\$19,845,082.53	6.5294156195	\$118,628.59
01/31/1997	Reinvestment	\$121,086.16	113.1166	18,608.3659	\$1,070.4540	\$19,919,399.71	6.5468793104	\$121,086.16
02/28/1997	Reinvestment	\$121,020.17	113.1501	18,721.5160	\$1,069.5547	\$20,023,685.43	6.5035353490	\$121,020.17

# AFL-CIO Housing Investment Trust



## Contra Costa County Employees' Retirement Association

### CCC283 Participant Profile

Valuation Date	Transaction Type	Amount Invested	Units Purchased	Total Units	Market Value Per Unit	Market Value of Plan's Units	Income Earned Per Unit	Income Earned by Plan per Period
03/31/1997	Reinvestment	\$129,144.61	122.2441	18,843.7601	\$1,056.4484	\$19,907,460.21	6.8981917227	\$129,144.61
04/30/1997	Reinvestment	\$116,563.51	109.3701	18,953.1302	\$1,065.7710	\$20,199,696.53	6.1857882188	\$116,563.51
05/31/1997	Reinvestment	\$123,052.88	115.0308	19,068.1610	\$1,069.7381	\$20,397,938.32	6.4924833130	\$123,052.88
06/30/1997	Reinvestment	\$123,237.82	114.1802	19,182.3412	\$1,079.3273	\$20,704,024.54	6.4630154070	\$123,237.82
07/31/1997	Investment	\$3,000,000.00	2,735.9429	21,918.2841	\$1,096.5141	\$24,033,707.56	6.9964787677	
07/31/1997	Reinvestment	\$134,208.84	122.3959	22,040.6800	\$1,096.5141	\$24,167,916.39	6.9964787677	\$134,208.84
08/31/1997	Reinvestment	\$147,388.90	135.4874	22,176.1674	\$1,087.8421	\$24,124,168.51	6.6871301606	\$147,388.90
09/30/1997	Reinvestment	\$150,147.41	137.2474	22,313.4148	\$1,093.9907	\$24,410,668.28	6.7706654276	\$150,147.41
10/31/1997	Reinvestment	\$155,954.09	141.8096	22,455.2244	\$1,099.7432	\$24,694,980.34	6.9892526283	\$155,954.09
11/30/1997	Reinvestment	\$147,189.58	133.8454	22,589.0698	\$1,099.6986	\$24,841,168.43	6.5548035638	\$147,189.58
12/31/1997	Reinvestment	\$146,555.11	132.7136	22,721.7834	\$1,104.2957	\$25,091,567.70	6.4878769529	\$146,555.11
01/31/1998	Reinvestment	\$157,352.42	141.7977	22,863.5811	\$1,109.6967	\$25,371,640.50	6.9251789747	\$157,352.42
02/28/1998	Reinvestment	\$145,844.60	131.7592	22,995.3403	\$1,106.9025	\$25,453,599.67	6.3789046700	\$145,844.60
03/31/1998	Reinvestment	\$143,977.22	130.0212	23,125.3615	\$1,107.3363	\$25,607,552.24	6.2611476182	\$143,977.22
04/30/1998	Reinvestment	\$142,901.40	129.1143	23,254.4758	\$1,106.7824	\$25,737,644.54	6.1794232182	\$142,901.40
05/31/1998	Reinvestment	\$141,496.63	127.3704	23,381.8462	\$1,110.9068	\$25,975,051.94	6.0847052842	\$141,496.63
06/30/1998	Reinvestment	\$151,124.87	136.0587	23,517.9049	\$1,110.7332	\$26,122,117.77	6.4633421700	\$151,124.87
07/31/1998	Reinvestment	\$144,899.56	130.6331	23,648.5380	\$1,109.2102	\$26,231,199.56	6.1612443796	\$144,899.56
08/31/1998	Investment	\$1,004,157.21	900.5913	24,549.1293	\$1,114.9977	\$27,372,222.71	5.7458547717	
08/31/1998	Reinvestment	\$135,881.06	121.8667	24,670.9960	\$1,114.9977	\$27,508,103.80	5.7458547717	\$135,881.06
09/30/1998	Reinvestment	\$172,858.28	154.5790	24,825.5750	\$1,118.2518	\$27,761,243.93	7.0065382517	\$172,858.28
10/31/1998	Reinvestment	\$147,375.76	132.3432	24,957.9182	\$1,113.5876	\$27,792,828.23	5.9364491823	\$147,375.76
11/30/1998	Reinvestment	\$153,790.11	137.5757	25,095.4939	\$1,117.8580	\$28,053,198.62	6.1619765954	\$153,790.11
12/31/1998	Reinvestment	\$239,606.03	215.0713	25,310.5652	\$1,114.0774	\$28,197,928.67	9.5477710083	\$239,606.03
01/31/1999	Reinvestment	\$148,649.10	133.1997	25,443.7649	\$1,115.9868	\$28,394,905.77	5.8730059684	\$148,649.10
02/28/1999	Reinvestment	\$146,290.90	133.7017	25,577.4666	\$1,094.1590	\$27,985,815.28	5.7495775123	\$146,290.90
03/31/1999	Investment	\$2,500,000.00	2,273.5737	27,851.0403	\$1,099.5905	\$30,624,739.33		
03/31/1999	Reinvestment	\$150,113.51	136.5176	27,987.5579	\$1,099.5905	\$30,774,852.79	5.8689747398	\$150,113.51
04/30/1999	Reinvestment	\$162,877.13	148.6694	28,136.2273	\$1,095.5660	\$30,825,094.00	5.8196261920	\$162,877.13
05/31/1999	Reinvestment	\$165,041.70	152.6751	28,288.9024	\$1,080.9992	\$30,580,280.86	5.8658077236	\$165,041.70
06/30/1999	Reinvestment	\$166,970.15	155.8655	28,444.7679	\$1,071.2452	\$30,471,321.08	5.9023198876	\$166,970.15
07/31/1999	Reinvestment	\$172,909.10	164.6939	28,609.4618	\$1,049.8816	\$30,036,547.53	6.0787663299	\$172,909.10
07/31/1999	Investment	\$14,015,244.44	13,349.3571	41,958.8189	\$1,049.8816	\$44,051,791.92		
08/31/1999	Investment	\$14,049,194.44	13,450.2379	55,409.0568	\$1,044.5313	\$57,876,494.13		
08/31/1999	Reinvestment	\$257,534.58	246.5552	55,655.6120	\$1,044.5313	\$58,134,028.75	6.1377939244	\$257,534.58
09/30/1999		\$0.00	0.0000	55,655.6120	\$1,054.2823	\$58,676,726.63	5.9897041107	\$333,360.65

# AFL-CIO Housing Investment Trust



## Contra Costa County Employees' Retirement Association

### CCC283 Participant Profile

Valuation Date	Transaction Type	Amount Invested	Units Purchased	Total Units	Market Value Per Unit	Market Value of Plan's Units	Income Earned Per Unit	Income Earned by Plan per Period
10/31/1999		\$0.00	0.0000	55,655.6120	\$1,049.6100	\$58,416,686.91	6.3602334114	\$353,982.68
11/30/1999		\$0.00	0.0000	55,655.6120	\$1,045.1960	\$58,171,023.04	5.8979923853	\$328,256.38
12/31/1999		\$0.00	0.0000	55,655.6120	\$1,035.7216	\$57,643,719.51	5.6966097680	\$317,048.30
12/31/1999		\$0.00	0.0000	55,655.6120	\$1,035.7216	\$57,643,719.51	0.8086239098	\$45,004.46
01/31/2000		\$0.00	0.0000	55,655.6120	\$1,024.2462	\$57,005,049.10	5.9831560985	\$332,996.21
02/29/2000		\$0.00	0.0000	55,655.6120	\$1,030.4058	\$57,347,865.41	5.8668141578	\$326,521.13
03/31/2000		\$0.00	0.0000	55,655.6120	\$1,040.3835	\$57,903,180.41	6.0897920955	\$338,931.11
04/30/2000		\$0.00	0.0000	55,655.6120	\$1,033.2789	\$57,507,769.55	6.0546553825	\$336,975.55
04/30/2000	Investment	\$1,002,330.98	970.0488	56,625.6608	\$1,033.2789	\$58,510,100.50		
05/31/2000		\$0.00	0.0000	56,625.6608	\$1,026.2709	\$58,113,267.87	6.0872840253	\$344,696.48
06/30/2000		\$0.00	0.0000	56,625.6608	\$1,044.2725	\$59,132,620.37	6.0128133242	\$340,479.53
07/31/2000		\$0.00	0.0000	56,625.6608	\$1,044.0988	\$59,122,784.49	6.1251461348	\$346,840.45
07/31/2000	Investment	\$3,300,000.00	3,160.6204	59,786.2812	\$1,044.0988	\$62,422,784.46		
08/31/2000		\$0.00	0.0000	59,786.2812	\$1,059.7612	\$63,359,181.11	6.0979109676	\$364,571.42
09/30/2000		\$0.00	0.0000	59,786.2812	\$1,063.0137	\$63,553,635.99	6.1204604117	\$365,919.57
10/31/2000		\$0.00	0.0000	59,786.2812	\$1,064.8774	\$63,665,059.68	6.0282421148	\$360,406.18
11/30/2000		\$0.00	0.0000	59,786.2812	\$1,074.6931	\$64,251,903.88	6.1498571841	\$367,677.09
12/31/2000		\$0.00	0.0000	59,786.2812	\$1,085.4195	\$64,893,195.45	6.1915693556	\$370,170.91
01/31/2001		\$0.00	0.0000	59,786.2812	\$1,098.6326	\$65,683,157.56	6.1117635796	\$365,399.62
02/28/2001		\$0.00	0.0000	59,786.2812	\$1,100.0271	\$65,766,529.53	6.0739482216	\$363,138.78
03/31/2001		\$0.00	0.0000	59,786.2812	\$1,100.5600	\$65,798,389.64	6.0676908165	\$362,764.67
04/30/2001		\$0.00	0.0000	59,786.2812	\$1,089.0612	\$65,110,919.15	6.0164690347	\$359,702.31
05/31/2001		\$0.00	0.0000	59,786.2812	\$1,091.4029	\$65,250,920.68	5.9873016924	\$357,958.50
06/30/2001		\$0.00	0.0000	59,786.2812	\$1,085.9980	\$64,927,781.81	5.9230199755	\$354,115.34
07/31/2001		\$0.00	0.0000	59,786.2812	\$1,105.3967	\$66,087,557.94	5.8620142166	\$350,468.03
07/31/2001	Redemption	(\$14,000,000.00)	(12,665.1364)	47,121.1448	\$1,105.3967	\$52,087,557.96		
08/31/2001		\$0.00	0.0000	47,121.1448	\$1,112.2036	\$52,408,306.88	5.9199576196	\$278,955.18
09/30/2001		\$0.00	0.0000	47,121.1448	\$1,120.4508	\$52,796,924.39	5.9097818368	\$278,475.69
10/31/2001		\$0.00	0.0000	47,121.1448	\$1,134.5588	\$53,461,709.50	5.6681854391	\$267,091.39
11/30/2001		\$0.00	0.0000	47,121.1448	\$1,114.8258	\$52,531,867.95	5.6323068808	\$265,400.75
12/31/2001		\$0.00	0.0000	47,121.1448	\$1,098.4030	\$51,758,006.81	5.7570447777	\$271,278.54
12/31/2001		\$0.00	0.0000	47,121.1448	\$1,098.4030	\$51,758,006.81	3.1926666881	\$150,442.11
12/31/2001	Investment	\$27,015,560.53	24,595.3084	71,716.4532	\$1,098.4030	\$78,773,567.34		
01/31/2002		\$0.00	0.0000	71,716.4532	\$1,102.3513	\$79,056,725.42	5.4860870421	\$393,442.70
02/28/2002		\$0.00	0.0000	71,716.4532	\$1,113.4513	\$79,852,778.05	5.4281896803	\$389,290.51
03/31/2002		\$0.00	0.0000	71,716.4532	\$1,093.0708	\$78,391,160.87	5.6052815061	\$401,990.91

# AFL-CIO Housing Investment Trust



## Contra Costa County Employees' Retirement Association

### CCC283 Participant Profile

Valuation Date	Transaction Type	Amount Invested	Units Purchased	Total Units	Market Value Per Unit	Market Value of Plan's Units	Income Earned Per Unit	Income Earned by Plan per Period
03/31/2002	Investment	\$1,000,054.80	914.9040	72,631.3572	\$1,093.0708	\$79,391,215.72		
04/30/2002		\$0.00	0.0000	72,631.3572	\$1,113.2325	\$80,855,587.35	5.4871616867	\$398,540.00
05/31/2002		\$0.00	0.0000	72,631.3572	\$1,116.4896	\$81,092,154.95	5.4676435863	\$397,122.37
06/30/2002		\$0.00	0.0000	72,631.3572	\$1,123.5403	\$81,604,256.86	5.2994404662	\$384,905.55
06/30/2002	Investment	\$30,000,000.00	26,701.3119	99,332.6691	\$1,123.5403	\$111,604,256.84		
07/31/2002		\$0.00	0.0000	99,332.6691	\$1,134.6640	\$112,709,203.65	5.4384237983	\$540,213.15
08/31/2002		\$0.00	0.0000	99,332.6691	\$1,143.7867	\$113,615,385.79	5.2865811224	\$525,130.21
09/30/2002		\$0.00	0.0000	99,332.6691	\$1,154.6065	\$114,690,145.41	5.3314895082	\$529,591.08
10/31/2002		\$0.00	0.0000	99,332.6691	\$1,151.2464	\$114,356,377.70	5.2757963590	\$524,058.93
11/30/2002		\$0.00	0.0000	99,332.6691	\$1,141.4918	\$113,387,427.25	5.0901239773	\$505,615.60
12/31/2002		\$0.00	0.0000	99,332.6691	\$1,152.3036	\$114,461,392.20	8.3652422471	\$830,941.84
12/31/2002		\$0.00	0.0000	99,332.6691	\$1,152.3036	\$114,461,392.20	2.8807570358	\$286,153.29
01/31/2003		\$0.00	0.0000	99,332.6691	\$1,147.4964	\$113,983,880.19	4.9200269120	\$488,719.41
02/28/2003		\$0.00	0.0000	99,332.6691	\$1,156.5950	\$114,887,668.42	4.9685086565	\$493,535.23
03/31/2003		\$0.00	0.0000	99,332.6691	\$1,152.7279	\$114,503,539.05	5.0716351832	\$503,779.06
04/30/2003		\$0.00	0.0000	99,332.6691	\$1,156.0290	\$114,831,446.13	4.7915240806	\$475,954.88
04/30/2003	Redemption	(\$8,300,000.00)	(7,179.7507)	92,152.9184	\$1,156.0290	\$106,531,446.11		
05/31/2003		\$0.00	0.0000	92,152.9184	\$1,174.1268	\$108,199,211.19	4.5557974942	\$419,830.03
06/30/2003		\$0.00	0.0000	92,152.9184	\$1,168.9428	\$107,721,490.46	4.503588224	\$415,018.80
07/31/2003		\$0.00	0.0000	92,152.9184	\$1,119.1060	\$103,128,883.90	4.212698511	\$388,212.46
08/31/2003		\$0.00	0.0000	92,152.9184	\$1,121.8255	\$103,379,493.76	4.228575745	\$389,675.60
08/31/2003	Investment	\$12,000,000.00	10,696.8508	102,849.7692	\$1,121.8255	\$115,379,493.76		
09/30/2003		\$0.00	0.0000	102,849.7692	\$1,150.2145	\$118,299,295.86	4.2841694081	\$440,625.83
10/31/2003		\$0.00	0.0000	102,849.7692	\$1,135.8723	\$116,824,203.90	4.1693268759	\$428,814.31
11/30/2003		\$0.00	0.0000	102,849.7692	\$1,134.7970	\$116,713,609.54	4.1925393414	\$431,201.70
12/31/2003		\$0.00	0.0000	102,849.7692	\$1,125.2134	\$115,727,938.49	4.3521928340	\$447,622.03
12/31/2003		\$0.00	0.0000	102,849.7692	\$1,125.2134	\$115,727,938.49	15.4128270293	\$1,585,205.70
01/31/2004		\$0.00	0.0000	102,849.7692	\$1,130.4982	\$116,271,478.95	4.1868562404	\$430,617.20
02/29/2004		\$0.00	0.0000	102,849.7692	\$1,137.3853	\$116,979,815.60	4.1183893982	\$423,575.40
03/31/2004		\$0.00	0.0000	102,849.7692	\$1,143.6533	\$117,624,477.95	4.1696870561	\$428,851.35
03/31/2004	Investment	\$17,100,000.00	14,952.0838	117,801.8530	\$1,143.6533	\$134,724,477.93		
04/30/2004		\$0.00	0.0000	117,801.8530	\$1,107.8734	\$130,509,539.41	4.1109772401	\$484,280.74
05/31/2004		\$0.00	0.0000	117,801.8530	\$1,100.0074	\$129,582,910.03	4.0626638178	\$478,589.33
06/30/2004		\$0.00	0.0000	117,801.8530	\$1,102.8296	\$129,915,370.42	3.9841662010	\$469,342.16
07/30/2004		\$0.00	0.0000	117,801.8530	\$1,108.6450	\$130,600,435.32	4.040745256	\$476,007.28
07/30/2004	Investment	\$9,400,000.00	8,478.819	126,280.672	\$1,108.6450	\$140,000,435.61		

# AFL-CIO Housing Investment Trust



## Contra Costa County Employees' Retirement Association

### CCC283 Participant Profile

Valuation Date	Transaction Type	Amount Invested	Units Purchased	Total Units	Market Value Per Unit	Market Value of Plan's Units	Income Earned Per Unit	Income Earned by Plan per Period
08/31/2004		\$0.00	0.000	126,280.672	\$1,125.9970	\$142,191,657.83	4.061931400	\$512,943.43
09/30/2004		\$0.00	0.000	126,280.672	\$1,126.4200	\$142,245,074.55	4.120340390	\$520,319.35
10/29/2004		\$0.00	0.000	126,280.672	\$1,132.1560	\$142,969,420.49	3.988915140	\$503,722.88
11/30/2004		\$0.00	0.000	126,280.672	\$1,117.3330	\$141,097,562.09	4.037534150	\$509,862.53
12/31/2004		\$0.00	0.000	126,280.672	\$1,110.6050	\$140,247,945.73	5.973731210	\$754,366.79
12/31/2004		\$0.00	0.000	126,280.672	\$1,110.6050	\$140,247,945.73	9.989535710	\$1,261,485.28
01/31/2005		\$0.00	0.000	126,280.672	\$1,113.6420	\$140,631,460.13	4.240185990	\$535,453.54
02/28/2005		\$0.00	0.000	126,280.672	\$1,100.6800	\$138,994,610.06	4.158539100	\$525,143.11
02/28/2005	Investment	\$9,900,000.00	8,994.440	135,275.112	\$1,100.6800	\$148,894,610.28		
03/31/2005		\$0.00	0.000	135,275.112	\$1,093.7530	\$147,957,559.58	4.329528670	\$585,677.48
04/29/2005		\$0.00	0.000	135,275.112	\$1,105.6770	\$149,570,580.01	4.253476960	\$575,389.57
05/31/2005		\$0.00	0.000	135,275.112	\$1,114.4770	\$150,761,001.00	4.371161850	\$591,309.41
06/30/2005		\$0.00	0.000	135,275.112	\$1,116.4480	\$151,027,628.24	4.370636160	\$591,238.30
07/29/2005		\$0.00	0.000	135,275.112	\$1,099.7100	\$148,763,393.42	4.342863510	\$587,481.35
08/31/2005		\$0.00	0.000	135,275.112	\$1,110.8810	\$150,274,551.69	4.526592700	\$612,335.33
08/31/2005	Redemption	(\$9,900,000.00)	(8,911.846)	126,363.266	\$1,110.8810	\$140,374,551.30		
09/30/2005		\$0.00	0.000	126,363.266	\$1,094.6320	\$138,321,274.59	4.489364400	\$567,290.75
10/31/2005		\$0.00	0.000	126,363.266	\$1,081.1450	\$136,617,013.22	4.481062940	\$566,241.75
11/30/2005		\$0.00	0.000	126,363.266	\$1,082.0800	\$136,735,162.87	4.407246940	\$556,914.12
12/30/2005		\$0.00	0.000	126,363.266	\$1,086.9660	\$137,352,573.79	4.497766280	\$568,352.44
01/31/2006		\$0.00	0.000	126,363.266	\$1,083.5320	\$136,918,642.34	4.439666500	\$561,010.76
02/28/2006		\$0.00	0.000	126,363.266	\$1,081.6710	\$136,683,480.30	4.444265870	\$561,591.95
02/28/2006	Investment	\$17,100,000.00	15,808.873	142,172.139	\$1,081.6710	\$153,783,479.76		
03/31/2006		\$0.00	0.000	142,172.139	\$1,068.9290	\$151,971,922.37	4.508472500	\$640,979.18
04/28/2006		\$0.00	0.000	142,172.139	\$1,063.1190	\$151,145,902.24	4.491711090	\$638,596.17
05/31/2006		\$0.00	0.000	142,172.139	\$1,056.4650	\$150,199,888.83	4.600245960	\$654,026.81
06/30/2006		\$0.00	0.000	142,172.139	\$1,053.9770	\$149,846,164.55	4.562559950	\$648,668.91
07/31/2006		\$0.00	0.000	142,172.139	\$1,064.7100	\$151,372,098.11	4.585041120	\$651,865.10
07/31/2006	Investment	\$13,300,000.00	12,491.664	154,663.803	\$1,064.7100	\$164,672,097.69		
08/31/2006		\$0.00	0.000	154,663.803	\$1,076.6750	\$166,522,650.10	4.592622470	\$710,312.46
09/29/2006		\$0.00	0.000	154,663.803	\$1,081.1950	\$167,221,730.48	4.618132940	\$714,258.00
10/31/2006		\$0.00	0.000	154,663.803	\$1,083.6060	\$167,594,624.91	4.657228760	\$720,304.71
11/30/2006		\$0.00	0.000	154,663.803	\$1,092.4430	\$168,961,388.94	4.563878980	\$705,866.88
12/29/2006		\$0.00	0.000	154,663.803	\$1,081.2660	\$167,232,711.61	4.583825010	\$708,951.81
01/31/2007		\$0.00	0.000	154,663.803	\$1,074.9500	\$166,255,855.03	4.527845070	\$700,293.74
01/31/2007	Investment	\$10,000,000.00	9,302.758	163,966.561	\$1,074.9500	\$176,255,854.75		

# AFL-CIO Housing Investment Trust



## Contra Costa County Employees' Retirement Association

### CCC283 Participant Profile

Valuation Date	Transaction Type	Amount Invested	Units Purchased	Total Units	Market Value Per Unit	Market Value of Plan's Units	Income Earned Per Unit	Income Earned by Plan per Period
02/28/2007		\$0.00	0.000	163,966.561	\$1,085.9670	\$178,062,274.35	4.525013930	\$741,950.97
03/30/2007		\$0.00	0.000	163,966.561	\$1,084.3040	\$177,789,597.96	4.500872540	\$737,992.59
04/30/2007		\$0.00	0.000	163,966.561	\$1,084.3700	\$177,800,419.75	4.556200740	\$747,064.57
05/31/2007		\$0.00	0.000	163,966.561	\$1,069.8020	\$175,411,754.89	4.623424970	\$758,087.09
06/29/2007		\$0.00	0.000	163,966.561	\$1,060.5410	\$173,893,260.57	4.540496000	\$744,489.51
07/31/2007		\$0.00	0.000	163,966.561	\$1,063.3520	\$174,354,170.57	4.618918020	\$757,348.10
07/31/2007	Investment	\$16,000,000.00	15,046.758	179,013.319	\$1,063.3520	\$190,354,170.79		
08/31/2007		\$0.00	0.000	179,013.319	\$1,073.2270	\$192,121,927.31	4.531693740	\$811,233.54
09/28/2007		\$0.00	0.000	179,013.319	\$1,078.8150	\$193,122,253.74	4.560362870	\$816,365.69
10/31/2007		\$0.00	0.000	179,013.319	\$1,082.3870	\$193,761,689.31	4.565546990	\$817,293.72
11/30/2007		\$0.00	0.000	179,013.319	\$1,095.7150	\$196,147,578.83	4.459214460	\$798,258.78
12/31/2007		\$0.00	0.000	179,013.319	\$1,097.0060	\$196,378,685.02	4.512348830	\$807,770.54
01/31/2008		\$0.00	0.000	179,013.319	\$1,103.6750	\$197,572,524.85	4.476532880	\$801,359.01
02/29/2008		\$0.00	0.000	179,013.319	\$1,092.7520	\$195,617,162.36	4.352395480	\$779,136.76
02/29/2008	Redemption	(\$6,000,000.00)	(5,490.724)	173,522.595	\$1,092.7520	\$189,617,162.73		
03/31/2008		\$0.00	0.000	173,522.595	\$1,102.7740	\$191,356,206.18	4.486205140	\$778,457.96
04/30/2008		\$0.00	0.000	173,522.595	\$1,093.5500	\$189,755,633.76	4.449332360	\$772,059.70
05/30/2008		\$0.00	0.000	173,522.595	\$1,082.2570	\$187,796,043.10	4.447507620	\$771,743.06
06/30/2008		\$0.00	0.000	173,522.595	\$1,080.2400	\$187,446,048.02	4.716073410	\$818,345.30
07/31/2008		\$0.00	0.000	173,522.595	\$1,076.9450	\$186,874,291.07	4.520510710	\$784,410.75
08/29/2008		\$0.00	0.000	173,522.595	\$1,081.0470	\$187,586,080.76	4.546146430	\$788,859.13
08/29/2008	Redemption	(\$18,000,000.00)	(16,650.525)	156,872.070	\$1,081.0470	\$169,586,080.66		
09/30/2008		\$0.00	0.000	156,872.070	\$1,073.6290	\$168,422,403.64	4.516359850	\$708,490.72
10/31/2008		\$0.00	0.000	156,872.070	\$1,045.2330	\$163,967,864.34	4.592905500	\$720,498.59
11/28/2008		\$0.00	0.000	156,872.070	\$1,070.0890	\$167,867,076.51	4.490992020	\$704,511.21
12/31/2008		\$0.00	0.000	156,872.070	\$1,098.4830	\$172,321,302.07	4.488428130	\$704,109.01
01/30/2009		\$0.00	0.000	156,872.070	\$1,093.1650	\$171,487,056.40	4.317211940	\$677,249.97
01/30/2009	Redemption	(\$40,000,000.00)	(36,591.000)	120,281.070	\$1,093.1650	\$131,487,055.89		
02/27/2009		\$0.00	0.000	120,281.070	\$1,096.3560	\$131,870,872.78	4.316509300	\$519,194.36
03/31/2009		\$0.00	0.000	120,281.070	\$1,113.5660	\$133,940,910.00	4.361559700	\$524,613.07
04/30/2009		\$0.00	0.000	120,281.070	\$1,110.6710	\$133,592,696.30	4.327887000	\$520,562.88
05/29/2009		\$0.00	0.000	120,281.070	\$1,112.8890	\$133,859,479.71	4.241504760	\$510,172.73
06/30/2009		\$0.00	0.000	120,281.070	\$1,110.2620	\$133,543,501.34	4.292447280	\$516,300.15
07/31/2009		\$0.00	0.000	120,281.070	\$1,116.0080	\$134,234,636.37	4.299944820	\$517,201.96
08/31/2009		\$0.00	0.000	120,281.070	\$1,120.4400	\$134,767,722.07	4.289065990	\$515,893.45
09/30/2009		\$0.00	0.000	120,281.070	\$1,126.7110	\$135,522,004.66	4.274306760	\$514,118.19

# AFL-CIO Housing Investment Trust



## Contra Costa County Employees' Retirement Association

### CCC283 Participant Profile

Valuation Date	Transaction Type	Amount Invested	Units Purchased	Total Units	Market Value Per Unit	Market Value of Plan's Units	Income Earned Per Unit	Income Earned by Plan per Period
10/30/2009		\$0.00	0.000	120,281.070	\$1,127.2090	\$135,581,904.63	4.241214150	\$510,137.78
11/30/2009		\$0.00	0.000	120,281.070	\$1,136.6890	\$136,722,169.18	4.294898310	\$516,594.96
12/31/2009		\$0.00	0.000	120,281.070	\$1,114.7150	\$134,079,112.95	4.333644830	\$521,255.44
01/29/2010		\$0.00	0.000	120,281.070	\$1,128.0430	\$135,682,219.05	4.166585580	\$501,161.37
02/26/2010		\$0.00	0.000	120,281.070	\$1,130.0380	\$135,922,179.78	4.029059380	\$484,619.57
02/26/2010	Investment	\$20,000,000.00	17,698.520	137,979.590	\$1,130.0380	\$155,922,179.92		
03/31/2010		\$0.00	0.000	137,979.590	\$1,125.6080	\$155,310,930.34	4.116877050	\$568,045.01
04/30/2010		\$0.00	0.000	137,979.590	\$1,130.7530	\$156,020,835.33	3.903326190	\$538,579.35
05/28/2010		\$0.00	0.000	137,979.590	\$1,133.8120	\$156,442,914.90	4.068932490	\$561,429.64
06/30/2010		\$0.00	0.000	137,979.590	\$1,143.0420	\$157,716,466.51	4.070775310	\$561,683.91
07/30/2010		\$0.00	0.000	137,979.590	\$1,153.0280	\$159,094,330.70	4.088709640	\$564,158.48
08/31/2010		\$0.00	0.000	137,979.590	\$1,161.3450	\$160,241,906.95	4.306323120	\$594,184.70
08/31/2010	Redemption	(\$5,000,000.00)	(4,305.353)	133,674.237	\$1,161.3450	\$155,241,906.77		
09/30/2010		\$0.00	0.000	133,674.237	\$1,162.0750	\$155,339,488.96	4.172001380	\$557,689.10
10/29/2010		\$0.00	0.000	133,674.237	\$1,159.8670	\$155,044,336.25	3.997374790	\$534,346.03
11/30/2010		\$0.00	0.000	133,674.237	\$1,150.8160	\$153,834,450.73	4.042840410	\$540,423.61
12/31/2010		\$0.00	0.000	133,674.237	\$1,133.8200	\$151,562,523.40	3.958577650	\$529,159.85
01/31/2011		\$0.00	0.000	133,674.237	\$1,133.2180	\$151,482,051.50	3.900047840	\$521,335.92
01/31/2011	Investment	\$21,000,000.00	18,531.298	152,205.535	\$1,133.2180	\$172,482,051.96		
02/28/2011		\$0.00	0.000	152,205.535	\$1,133.8470	\$172,577,789.24	3.814115560	\$580,529.50
03/31/2011		\$0.00	0.000	152,205.535	\$1,131.2930	\$172,189,056.31	3.713176780	\$565,166.06
04/29/2011		\$0.00	0.000	152,205.535	\$1,141.7560	\$173,781,582.82	3.760589110	\$572,382.48
05/31/2011		\$0.00	0.000	152,205.535	\$1,150.2220	\$175,070,154.88	3.822853290	\$581,859.43
06/30/2011		\$0.00	0.000	152,205.535	\$1,143.5060	\$174,047,942.51	3.757112010	\$571,853.24
07/29/2011		\$0.00	0.000	152,205.535	\$1,153.9060	\$175,630,880.07	3.752143160	\$571,096.96
08/31/2011		\$0.00	0.000	152,205.535	\$1,163.7790	\$177,133,605.32	3.760940150	\$572,435.91
08/31/2011	Investment	\$10,000,000.00	8,592.697	160,798.232	\$1,163.7790	\$187,133,605.64		
09/30/2011		\$0.00	0.000	160,798.232	\$1,169.6570	\$188,078,777.65	3.759922700	\$604,588.92
10/31/2011		\$0.00	0.000	160,798.232	\$1,167.3060	\$187,700,741.00	3.821233020	\$614,447.51
11/30/2011		\$0.00	0.000	160,798.232	\$1,168.6720	\$187,920,391.39	3.724831470	\$598,946.31
12/30/2011		\$0.00	0.000	160,798.232	\$1,170.2100	\$188,167,699.07	4.946878080	\$795,449.25
12/30/2011		\$0.00	0.000	160,798.232	\$1,170.2100	\$188,167,699.07	4.462167670	\$717,508.67
01/31/2012		\$0.00	0.000	160,798.232	\$1,175.6470	\$189,041,959.06	3.584478200	\$576,377.76
02/29/2012		\$0.00	0.000	160,798.232	\$1,170.7940	\$188,261,605.24	3.485880300	\$560,523.39
02/29/2012	Redemption	(\$24,000,000.00)	(20,498.909)	140,299.323	\$1,170.7940	\$164,261,605.57		
03/30/2012		\$0.00	0.000	140,299.323	\$1,162.1240	\$163,045,210.44	3.508955100	\$492,304.02

# AFL-CIO Housing Investment Trust



## Contra Costa County Employees' Retirement Association

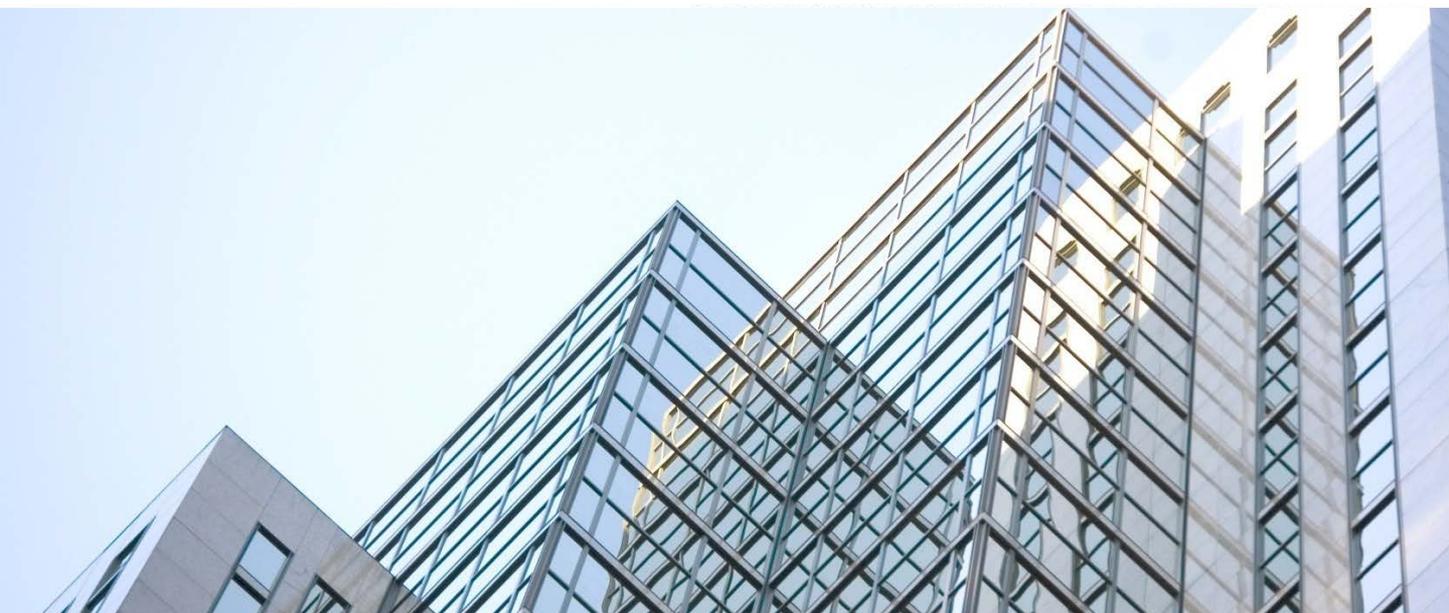
### CCC283 Participant Profile

Valuation Date	Transaction Type	Amount Invested	Units Purchased	Total Units	Market Value Per Unit	Market Value of Plan's Units	Income Earned Per Unit	Income Earned by Plan per Period
04/30/2012		\$0.00	0.000	140,299.323	\$1,171.9860	\$164,428,842.37	3.461747510	\$485,680.83
05/31/2012		\$0.00	0.000	140,299.323	\$1,181.5780	\$165,774,593.47	3.428923560	\$481,075.65
06/29/2012		\$0.00	0.000	140,299.323	\$1,180.0690	\$165,562,881.79	3.286352290	\$461,073.00
07/31/2012		\$0.00	0.000	140,299.323	\$1,188.3190	\$166,720,351.21	3.436872660	\$482,190.91
07/31/2012	Investment	\$8,000,000.00	6,732.199	147,031.522	\$1,188.3190	\$174,720,351.19		
08/31/2012		\$0.00	0.000	147,031.522	\$1,187.1630	\$174,550,382.75	3.362567930	\$494,403.48
09/28/2012		\$0.00	0.000	147,031.522	\$1,187.3880	\$174,583,464.84	3.327399500	\$489,232.61
10/31/2012		\$0.00	0.000	147,031.522	\$1,184.3200	\$174,132,372.14	3.322760320	\$488,550.51
11/30/2012		\$0.00	0.000	147,031.522	\$1,185.6370	\$174,326,012.65	3.104242750	\$456,421.54
12/31/2012		\$0.00	0.000	147,031.522	\$1,171.2120	\$172,205,082.94	8.996438000	\$1,322,759.97
12/31/2012		\$0.00	0.000	147,031.522	\$1,171.2120	\$172,205,082.94	2.054001520	\$302,002.97
01/31/2013		\$0.00	0.000	147,031.522	\$1,161.4450	\$170,769,026.07	3.117547030	\$458,377.68
01/31/2013	Investment	\$10,000,000.00	8,609.964	155,641.486	\$1,161.4450	\$180,769,025.71		
02/28/2013		\$0.00	0.000	155,641.486	\$1,164.7660	\$181,285,911.08	2.992324080	\$465,729.77
03/28/2013		\$0.00	0.000	155,641.486	\$1,160.4970	\$180,621,477.58	3.053721830	\$475,285.80
04/30/2013		\$0.00	0.000	155,641.486	\$1,166.9900	\$181,632,057.75	3.078721350	\$479,176.77
05/31/2013		\$0.00	0.000	155,641.486	\$1,144.0520	\$178,061,953.34	3.172071390	\$493,705.90
06/28/2013		\$0.00	0.000	155,641.486	\$1,122.5650	\$174,717,684.73	3.019315150	\$469,930.70
07/31/2013		\$0.00	0.000	155,641.486	\$1,118.7960	\$174,131,071.97	3.037810910	\$472,809.40
07/31/2013	Investment	\$27,000,000.00	24,133.086	179,774.572	\$1,118.7960	\$201,131,072.06		
08/30/2013		\$0.00	0.000	179,774.572	\$1,107.2180	\$199,049,642.06	3.124248870	\$561,660.50
09/30/2013		\$0.00	0.000	179,774.572	\$1,114.9720	\$200,443,614.09	3.073649800	\$552,564.08
								<b>\$104,130,501.84</b>

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# Torchlight Investors

October 2013



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Certain information discussed in this presentation, including references to estimated investment returns, constitutes forward-looking statements within the meaning of U.S. federal securities law. Although Torchlight believes that the expectations reflected in such forward-looking statements are based on reasonable assumptions, it can give no assurance that its expectations will be achieved. Among other matters, Torchlight has made various assumptions regarding interest rates, market cycles, default rates, commercial real estate fundamentals and predicted correlations among them. Forward-looking information is subject to certain risks, trends and uncertainties that could cause actual results to differ materially from those predicted. In particular, no assurance can be offered that any estimated investment return expectation will be achieved or that any referenced investment strategy will be implemented successfully. This presentation is intended to be viewed solely by a sophisticated investor who has, or together with the investor's professional adviser, has significant experience in real estate-related assets. Any person reviewing this presentation is encouraged to discuss the limitations of this presentation, especially those relating to Torchlight's assumptions and relevant risks and uncertainties, both with Torchlight's representatives and any professional advisers retained by the reviewer.

Market values, net asset values and capital account values are based on information from one or more of the following sources: quotations from dealers, third party pricing services and market transactions of comparable securities. The historic values used in this presentation are values used to calculate the Fund's net asset value. To the extent the Fund's net asset value reflects positions that are illiquid or otherwise difficult to value, we may apply our judgment and internal valuation procedures. These may differ from the value that would have been used had a broader market for the securities existed and the differences could be material.

The information contained herein supersedes all previous such information received by you and may be superseded by information received by you thereafter.

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- Section II Commercial Real Estate Debt Overview
- Section III Torchlight Investments

## **Appendix**

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- Appendix B Senior Biographies
- Appendix C Disclaimers – Scenario Assumptions

Unless otherwise noted, all information is as of the date of this presentation and the source of information is Torchlight Investors.

Date of presentation: 10/17/13

# Torchlight Investors Overview

Section I



# Firm Overview

## Firm

- SEC registered investment advisor formed in 1995 as a joint venture with Jones Lang Wootton Realty Advisors
  - Changed name in 2002 to ING Clarion Capital when ING purchased a minority interest
  - Changed name to Torchlight Investors in 2010 when ING's minority interest was purchased
  - Torchlight is now 100% owned by the management team
- \$3.0 billion under management in a spectrum of U.S. commercial real estate debt strategies
- Investment Types
  - B-Notes
  - CMBS
  - First-lien mortgages
  - Mezzanine loans
  - Preferred equity
- Distressed Debt Workout
  - Rated special servicer on \$31.0 billion par value of commercial real estate debt
  - Management of \$3.1 billion in distressed assets

## Torchlight Representative Client List

Arkansas Teacher Retirement System  
CenturyLink Investment Management Company  
Contra Costa County Employees' Retirement Association  
DePauw University  
Deseret Mutual Benefit Administrators  
Illinois Municipal Retirement Fund  
Institute for Advanced Study  
Kansas Public Employees Retirement System  
Los Angeles City Employees' Retirement System  
Los Angeles Water & Power Employees' Retirement Plan  
Makena Capital Management, LLC  
Metropolitan Real Estate Equity Management, LLC  
National Life Insurance Company  
New York State Teachers' Retirement System  
South Carolina Retirement Systems  
Utah Retirement Systems  
Virginia Retirement System  
Wyoming Retirement System

All firm information is as of 12/31/12.

The representative clients were not included based on performance criteria. It is not known whether the listed clients approve or disapprove of the advisory services provided by Torchlight Investors. Clients who do not wish to disclose their identity have been excluded. Registration with the U.S. Securities and Exchange Commission as an investment adviser does not imply a certain level of skill or training.

# Firm Organization

## Investment Committee

### Samuel Chang

Director,  
Portfolio Management

- Joined Torchlight in 1998
- 15 years of experience
- BS, Columbia University, 1998
- Commercial Real Estate Finance Council

### Daniel Heflin

Chief Executive Officer,  
Chief Investment Officer

- Founded Torchlight in 1995
- 26 years of experience
- Operating Committee Member
- MS, London School of Economics, 1992
- BS, Texas Christian University, 1986
- Certified Public Accountant

### Steven Schwartz

Managing Director,  
Portfolio Management

- Joined Torchlight in 2011
- 31 years of experience
- Operating Committee Member
- MBA, New York University, 1989
- BA, Boston University, 1982

### William Stasiulatis

Managing Director,  
Portfolio Management

- Joined Torchlight in 1997
- 16 years of experience
- Operating Committee Member
- MBA, Columbia University, 2004
- MS, Columbia University, 2004
- BA, Columbia University, 1997

### Marc Young

Director,  
Chief Credit Officer

- Joined Torchlight in 2008
- 20 years of experience
- MBA, Temple University, 1992
- BS, Pennsylvania State University, 1990

### Acquisitions

**Abbey Kosakowski**  
Senior Vice President

**Michael Butz**  
Senior Vice President

15  
Acquisitions  
Professionals

### Underwriting / Asset Management

**Brian Arment**  
Vice President

**Gianluca Montalti**  
Vice President

12  
Underwriting /  
Asset Management  
Professionals

### Distressed Debt Workout

**Trevor Rozowsky**  
Managing Director

**Steven Altman**  
Director

11  
Distressed Debt  
Workout  
Professionals

### Financial Control / Operations

**Joseph Cary**  
Director,  
Chief Compliance Officer

**Ramalingam Ganesh**  
Senior Vice President

9  
Financial Control /  
Operations  
Professionals

### Marketing

**Michael Romo**  
Managing Director

**Robert Kopchains**  
Managing Director

2  
Marketing  
Professionals

### Client Service

**Jennifer Yuen**  
Senior Vice President

3  
Client Service  
Professionals

### Human Resources / Facilities

**Amy Dickerson**  
Head of Human  
Resources,  
Office Manager

2  
Human Resource /  
Facilities  
Professionals

# Philosophy and Strategy Development

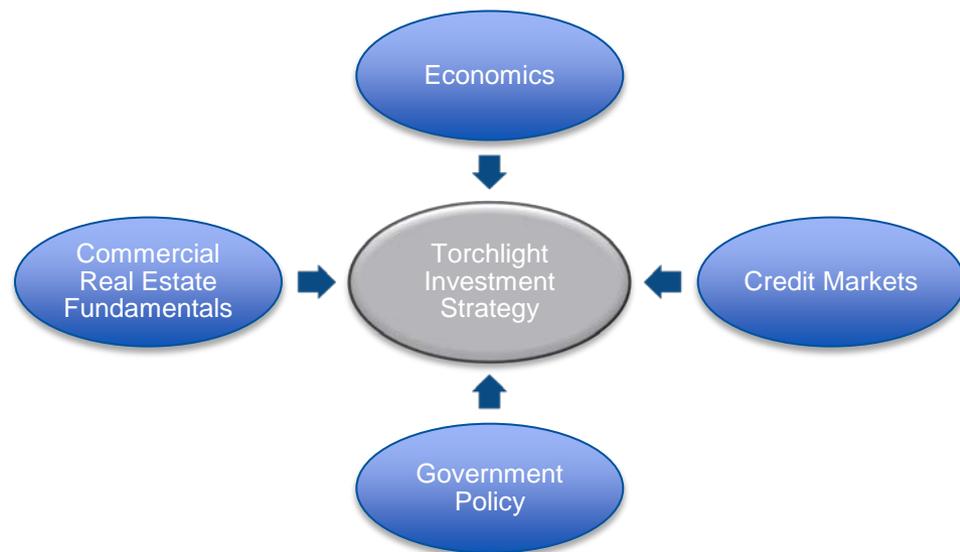
## Philosophy

Torchlight was founded to implement superior investment strategies for institutional investors

- Develop fully-informed investment strategies
- Invest based on thorough research and analysis to meet target returns
- Perform continuous surveillance
- Implement comprehensive risk controls
- Deliver outstanding service and transparent reporting to our clients

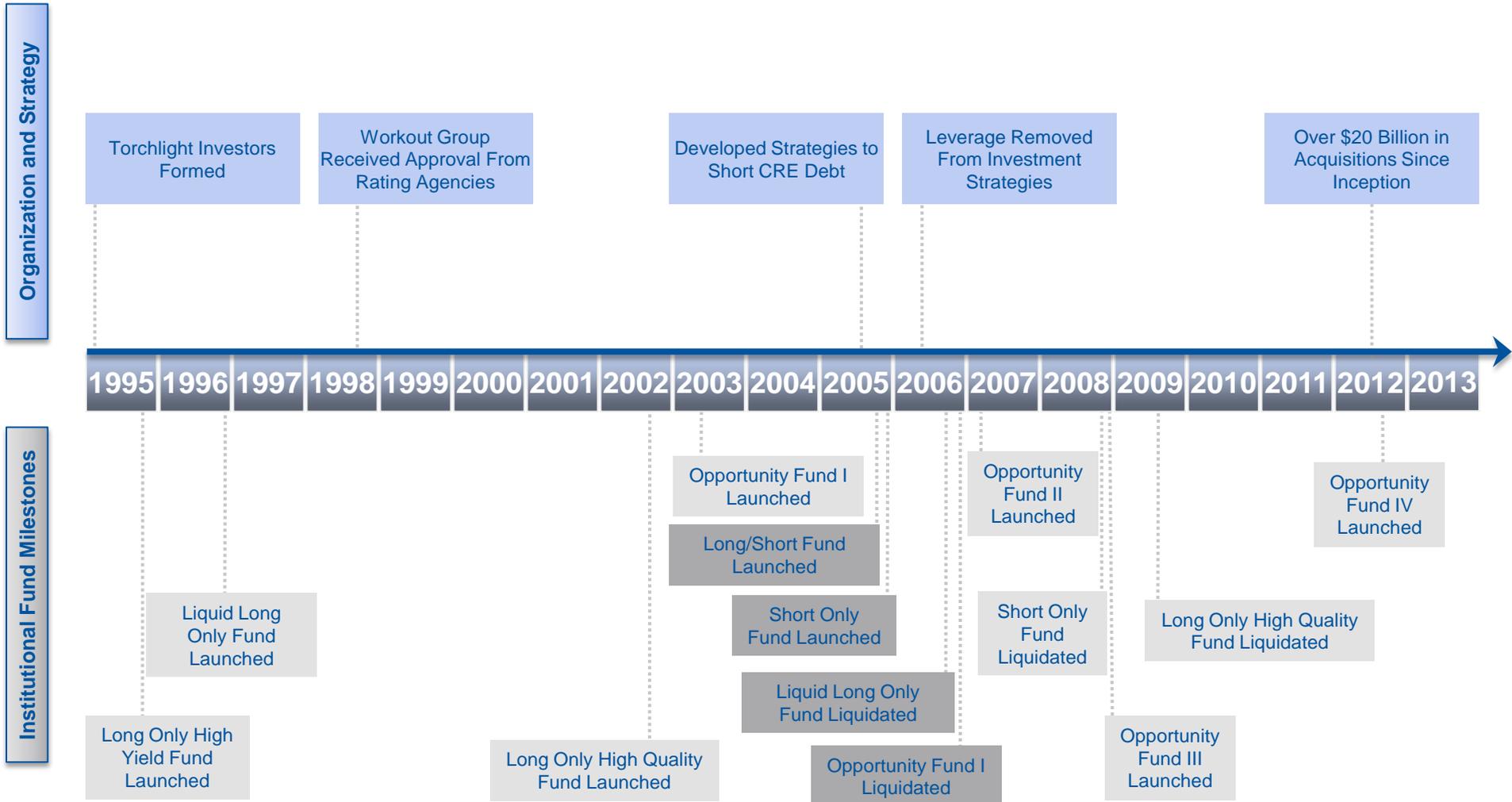
## Investment Strategy Development

Torchlight believes that successful investing requires a comprehensive evaluation of all relevant factors



# Firm Timeline

Torchlight's growth has been steady and sustainable since the firm was formed in 1995



The Institutional Fund Milestones include institutional funds managed by Torchlight and does not include separate accounts and other strategies.

# Torchlight Institutional Opportunistic and Value-Added Fund Strategies

Torchlight has been managing institutional opportunistic and value-added portfolios since 1996

## Portfolios Fully Realized

	Torchlight 1 <sup>st</sup> Fund	Torchlight 2 <sup>nd</sup> Fund	Torchlight 3 <sup>rd</sup> Fund
Fund Name	Gramercy Fund	Debt Opportunity Fund I	Solomer Fund
Strategy	Liquid Long Only	Opportunistic	Short Only
Vintage	1996 – 2006	2003 – 2004	2005 – 2007
Fund Size (\$MM) <sup>1</sup>	\$340	\$280	\$500
Final Distribution	Dec 2006	Nov 2006	Nov 2008
Net IRR <sup>2</sup>	9.59%	24.88%	59.96%
Net Equity Multiple <sup>3</sup>	2.75X	1.51X	2.52X

## Portfolios Partially Realized

	Torchlight 4 <sup>th</sup> Fund	Torchlight 5 <sup>th</sup> Fund	Torchlight 6 <sup>th</sup> Fund
Fund Name	Aeterno Fund	Debt Opportunity Fund II	Debt Opportunity Fund III
Strategy	Long/Short	Opportunistic	Opportunistic
Vintage	2005 – 2007	2007 – 2008	2008 – 2011
Fund Size (\$MM) <sup>1</sup>	\$410	\$730	\$760
Net IRR <sup>2</sup>			
Trailing 1 year	16.36%	26.25%	11.02%
Trailing 2 year	19.74%	22.65%	11.71%
Trailing 3 year	14.87%	26.54%	8.03%
Since Inception	7.74%	-5.23%	9.59%
Net Equity Multiple <sup>3</sup>	1.83X	0.77X	1.27X
Projected Net IRR <sup>4</sup>	6.75% to 8.75%	0.00% to 1.50%	14.00% to 16.00%
Projected Net Equity Multiple <sup>4</sup>	1.85X to 1.95X	1.00X to 1.10X	1.60X to 1.70X

(1) Fund Size represents total capital contributed to each respective fund with the exception of Solomer. Investors in the Solomer Fund made capital commitments of \$500 million, of which investors provided \$70 million to fund collateral obligations on fund investments.

(2) IRR represents an annualized net return since inception for Gramercy Fund and Aeterno Fund. IRRs for Portfolios Fully Realized are as of Fund liquidation date. IRRs for Portfolios Partially Realized are as of August 31, 2013.

(3) Net Equity Multiple for Gramercy Fund is calculated as a hypothetical investment made at the inception of the fund and held until the final liquidation of the fund. Net Equity Multiples for Portfolios Partially Realized are as of August 31, 2013.

(4) Projected Net IRR and the Projected Net Equity Multiple for the Aeterno Fund is based off the annualized net Base Case return. The Projected Net IRR and the Projected Net Equity for Portfolios Partially Realized are as of June 30, 2013.

Past performance cannot be considered as indicative of future results. Although the portfolio described above may be similar to one or more portfolios managed by Torchlight Investors, each portfolio is managed as a separate portfolio with its own investment objectives, policies and risks disclosed in each respective fund's offering documents, which are available upon request to qualified investors. In addition, anticipated investments of each portfolio will be highly dependent on current and prospective market trends, interest rates, credit performance, counterparty exposures and as a result, may experience materially different results. Investors could lose all or a substantial amount of their investment. Please refer to Scenario Assumptions Disclaimers for important information on default scenarios.

# Commercial Real Estate Debt Overview

Section II



# Market Conditions

## Economic weakness and the need to deleverage have resulted in deflationary pressure

### Historically High Exposure

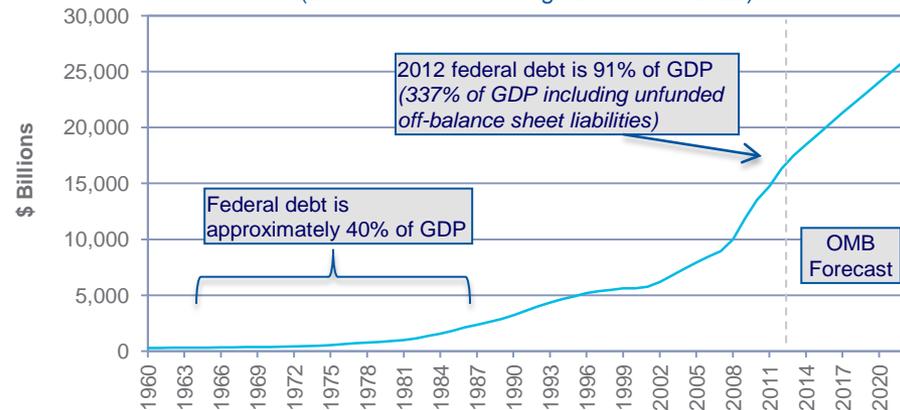
- Consumer spending as a percent of GDP
- Consumer debt levels
- Food stamp participation
- U.S. Federal deficit
- U.S. Federal debt
- Federal Reserve balance sheet
- Unemployment
- Mortgage defaults

**Consumer Spending as a % of GDP**  
(March 1952 through June 2013)



Source: Bureau of Economic Analysis

**U.S. Federal Debt**  
(December 1940 through December 2022)

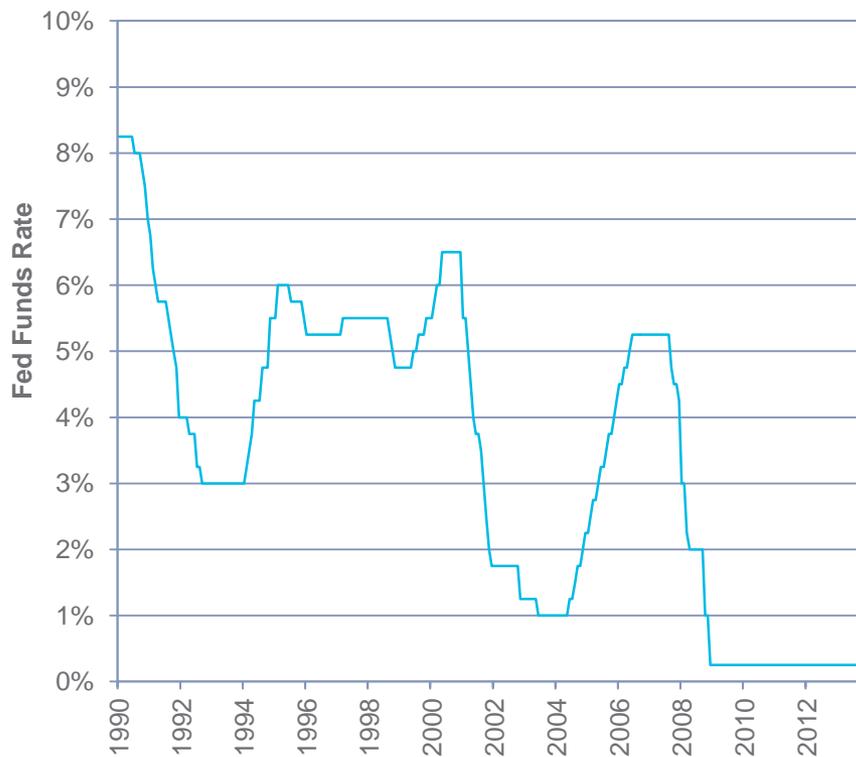


Source: Budget of the United States Government FY 2012, Office of Management and Budget

# Federal Reserve Reaction

Federal Reserve policy measures have resulted in inflationary pressures

**Fed Funds Target Rate**  
(January 1990 through August 2013)



**Federal Reserve Balance Sheet**  
(December 2002 through August 2013)



Source: US Federal Reserve

# Commercial Real Estate Opportunity

**Government intervention has resulted in benefits to certain sectors, but not all**

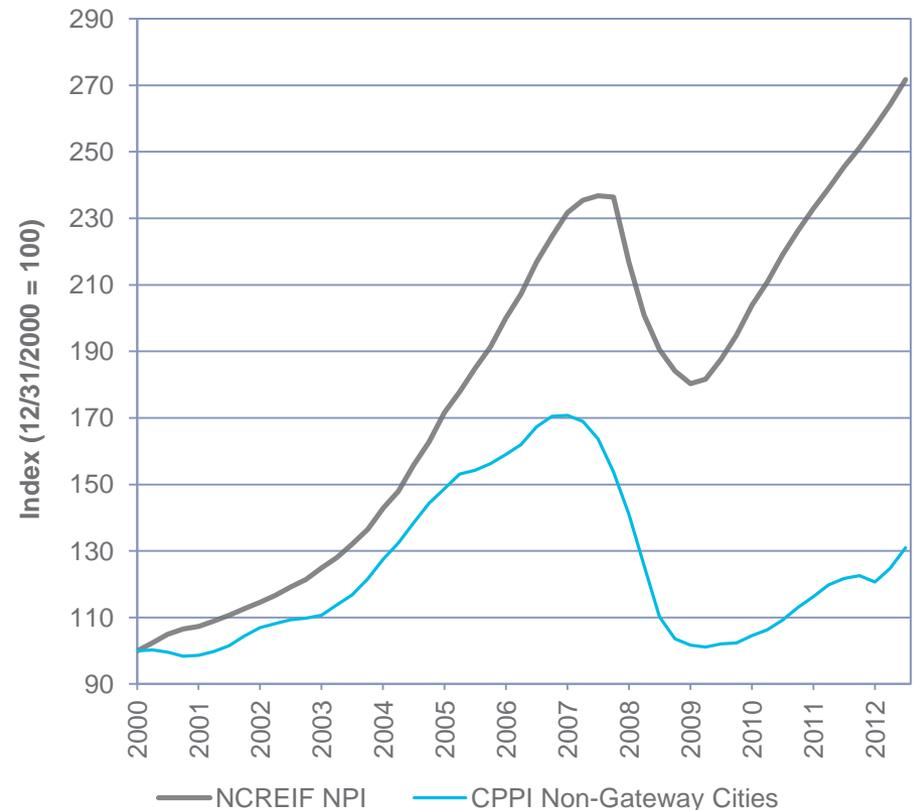
## Advantaged

- Large banks were bailed out
  - Large bank average Tier 1 capital ratios have increased from 7% to 13.5% from 2007 to 2012
- Money is chasing liquid and high quality assets
  - U.S. Treasuries at historic low yields
  - Corporate bond issuance at record highs
  - Core property values near or back to all-time highs

## Disadvantaged

- Many investments have been neglected
  - Smaller banks continue to face capital pressure
  - Non-traditional investments
  - Secondary and tertiary property markets
  - Class B properties

## Cumulative Change in Property Index Values (December 2000 through June 2013)



Sources: Federal Reserve Board of San Francisco

Sources: MIT Center for Real Estate, Real Estate Analytics, LLC, Moody's, NCREIF

# More-Stringent Underwriting Standards

Stricter lending standards have added to an already challenging market for refinancing

## Underwriting Standards 2007 vs. 2012

	2007	2012
Average reported LTV	73%	63%
Average reported DSCR	1.37	1.67
Average reported debt yield	9.2%	11.4%

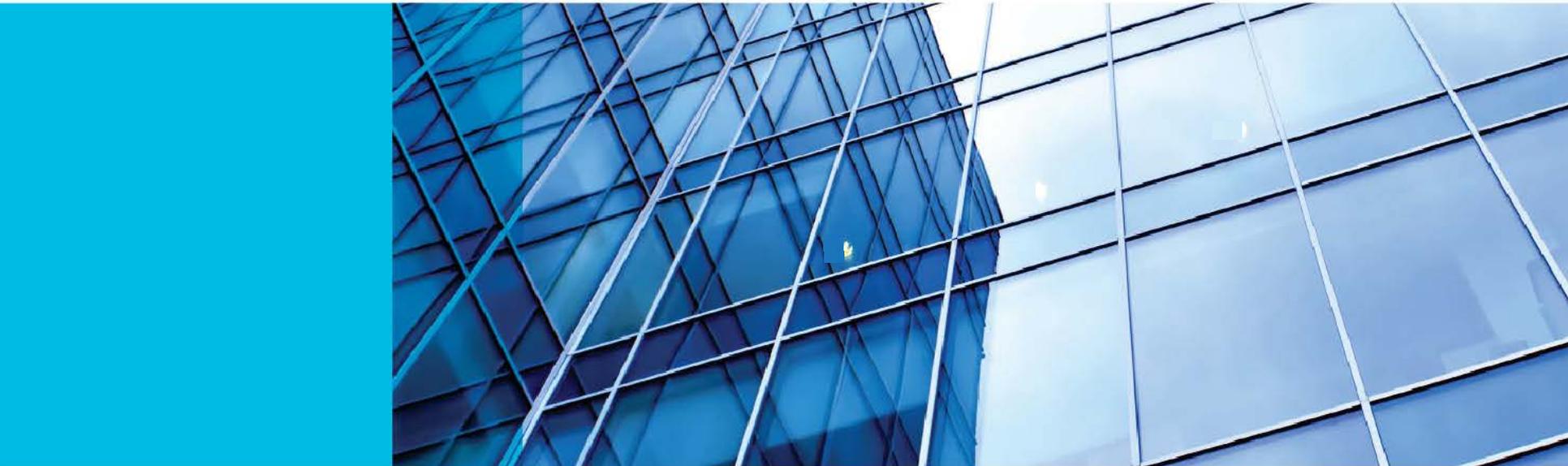
## Commercial Real Estate Loan Maturities

- Nearly \$2.0 trillion in commercial real estate debt is scheduled to mature over the next five years
  - Of the loans from the 2007 vintage only 38% were able to be paid off in full while 16% were paid off at a loss and 46% of the loans are still outstanding
- Torchlight projects a U.S. refinancing gap of approximately \$250 billion from loans originated in 2005-2007

Underwriting standards reflect securitized conduit mortgages as of December 31, 2012.  
Sources: RBS, Torchlight Investors (derived from CMBS offering documents), Morgan Stanley, Trepp

# Torchlight Investments

Section III



# Debt Opportunity Fund I

**Torchlight Debt Opportunity Fund I has been liquidating, returning all funded capital in Q4 2006 and producing a net IRR of 24.9%**

- **Objective**

Achieve significant current income and capital appreciation by investing in commercial real estate debt

- **Target Investments**

Opportunistic investments in commercial real estate debt

- **Commitments**

\$283 million in subscriptions at the final close in March 2004

- **Investment Period**

3 years from final close

## Fund Overview

<b>Portfolio*</b>	43 assets
<b>Average Acquisition Yield</b>	12.4% (unleveraged)
<b>Distributions</b>	\$427.6 million
<b>Net IRR</b>	24.9%

\*Portfolio assets are as of liquidation date September 30, 2006.

Past results are not necessarily indicative of future results. Although the fund described above may be similar to one or more funds managed by Torchlight, each fund is managed as a separate portfolio with its own investment objectives, policies and risks. In addition, anticipated investments of each fund will be highly dependent on current and prospective market trends, interest rates, credit performance, counterparty exposures and as a result, may experience materially different results.

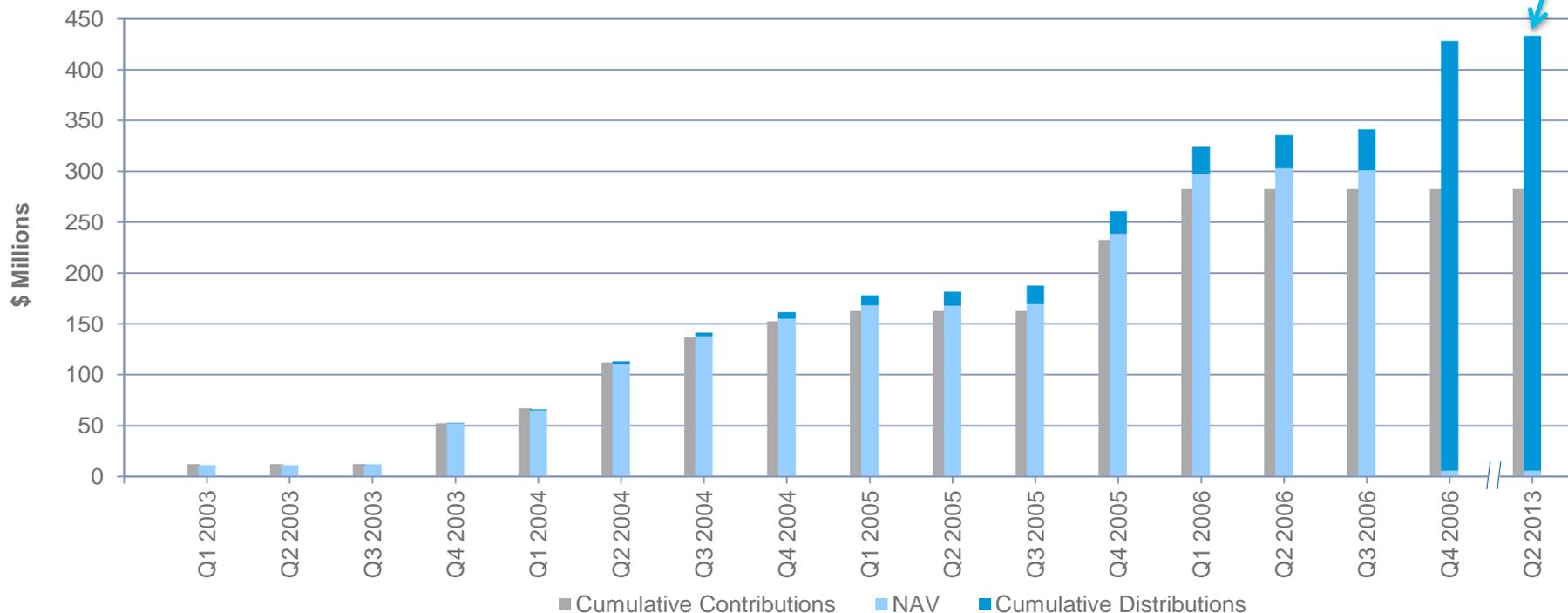
# Debt Opportunity Fund I Cash Activity

Fully realized in December 2006, Fund I has distributed \$427.6 million and produced a net equity multiple of 1.51x to date

## Cumulative Contributions and Distributions

(March 22, 2003 through June 30, 2013)

Additional supplemental distributions of \$5.2 million (2007-2013)



Cumulative distributions include return of capital. Past performance cannot be considered as indicative of future results.

# Debt Opportunity Fund II

## Torchlight Debt Opportunity Fund II held its final closing in September 2007

- **Objective**

Achieve significant current income and capital appreciation by investing in commercial real estate debt

- **Target Investments**

Opportunistic investments in commercial real estate debt

- **Commitments**

\$732 million in subscriptions between July 2006 and September 2007

- **Investment Period**

3 years from final close

### Portfolio Overview (as of June 30, 2013)

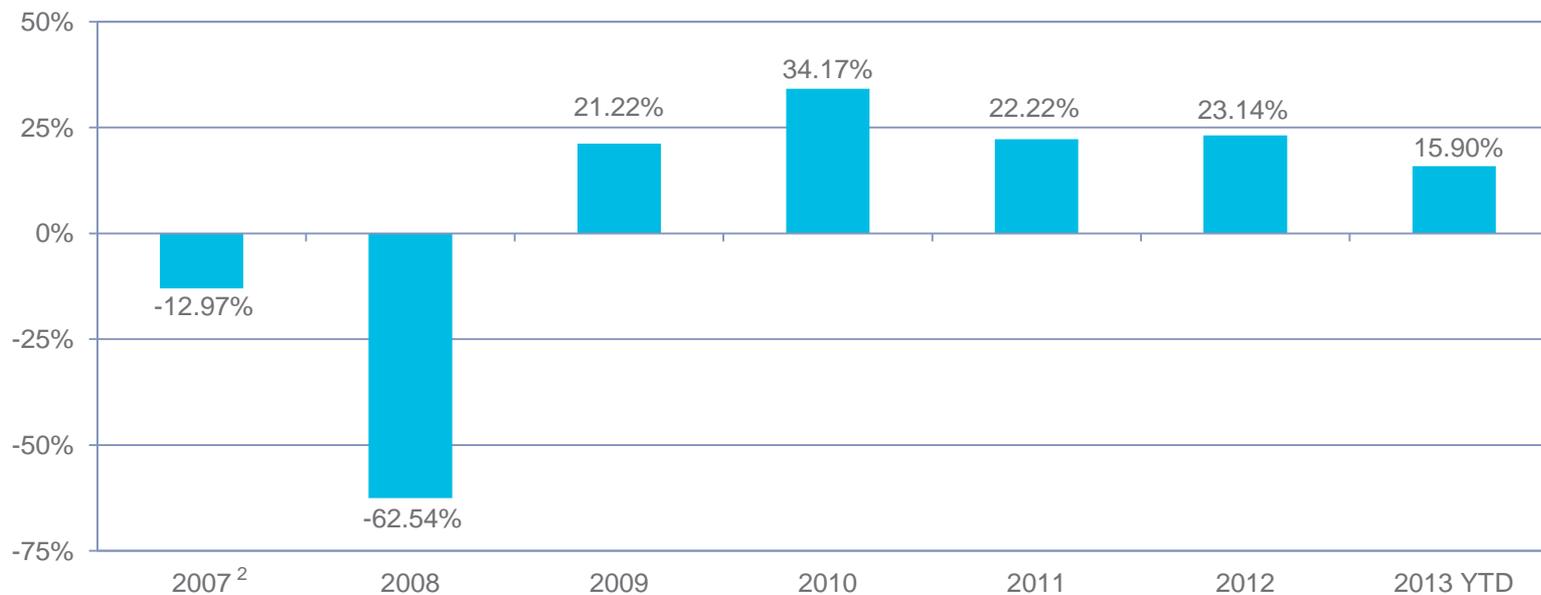
<b>Investments</b>	65 assets
<b>Distributions to Date</b>	\$131.2 million
<b>Net Asset Value</b>	\$430.4 million
<b>Portfolio Cash</b>	\$66.1 million
<b>Fund Leverage</b>	0%

Past results are not necessarily indicative of future results. Although the fund described above may be similar to one or more funds managed by Torchlight, each fund is managed as a separate portfolio with its own investment objectives, policies and risks. In addition, anticipated investments of each fund will be highly dependent on current and prospective market trends, interest rates, credit performance, counterparty exposures and as a result, may experience materially different results.

# Debt Opportunity Fund II Annual Performance

Debt Opportunity Fund II has a current equity multiple of 0.77x

**Annual Net Returns<sup>1</sup>**  
(September 28, 2006 through June 30, 2013)



(1) The total gain or loss in the period as a percentage of the beginning capital balance plus the net contributions made in the period. Net returns are net of management and incentive fees.

(2) September 28, 2006 through December 31, 2007

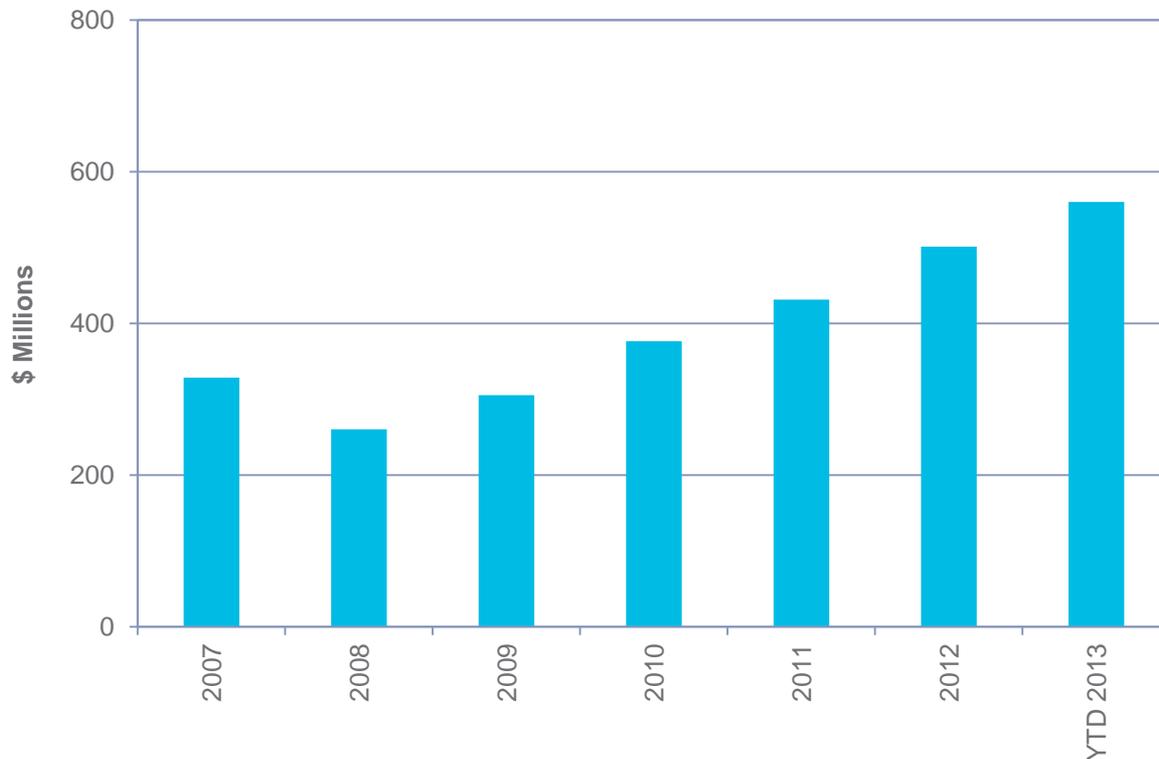
Past performance cannot be considered as indicative of future results.

# Debt Opportunity Fund II Historic Performance

Fund II had capital commitments of \$732.1 million

## Portfolio Value and Cumulative Distributions

(July 1, 2006 through June 30, 2013)



Cumulative distributions include return of capital. Past performance cannot be considered as indicative of future results.

# Debt Opportunity Fund II

## Competitor Fund Comparison

### Fund Return Comparison

Comparable Real Estate Debt Funds	Equity Multiple <sup>1</sup>
Torchlight Debt Opportunity Fund II	0.77 <sup>2</sup>
Capmark Structured Real Estate Partners	0.40
Centerline Real Estate Special Situations Mortgage	0.24
Guggenheim Structured Real Estate Fund II	0.02
Guggenheim Structured Real Estate Fund III	0.77
JER Real Estate Partners IV	0.78
Morgan Stanley Real Estate Mezzanine Partners	0.43
Principal Mortgage Value Investors	0.17

(1) The comparable funds presented above appear on the Preqin database of North American real estate debt funds as of August 14, 2013 and were included based on Torchlight's understanding that the comparable funds share a similar investment strategy and vintage to the Fund. Torchlight believes that the above list of funds is illustrative and not an exhaustive list of comparable funds. The performance of those funds not listed above may differ from the comparable funds presented above. Torchlight makes no representations as to the accuracy of the information, nor the suitability of the comparable funds as comparisons for the fund.

(2) As of August 31, 2013 net equity multiple based on P&L as a percentage of capital drawn down since inception of Fund (7/1/06). Calculated as Fund NAV plus income distributions since inception divided by capital commitments of the Fund.

# Debt Opportunity Fund II

## Portfolio Holdings

### Portfolio Stratification (as of June 30, 2013)

	Acquisition Cost <sup>1</sup> (\$MM)	Cashflow Received to Date (\$MM)	Current Value <sup>2</sup> (\$MM)	Projected Protective Capital Requirement (\$MM)	Projected Base Case Forward IRR
<b>Portfolio Assets</b>					
Greenwich Office	\$59.6	\$7.3	\$65.2	-	10.1%
Northern California Portfolio	\$37.5	\$6.3	\$68.6	-	10.1%
Florida Multifamily	\$50.3	\$16.0	\$8.1	\$6.6	17.4%
<b>Reserves</b>					
Portfolio Cash	-	-	\$66.1	(\$66.1)	-
CMBS High Quality	\$147.8	\$33.3	\$173.9	(\$37.7)	4.6%
Interest Strip	\$47.0	\$46.4	\$19.9	-	15.8%
<b>Mezzanine CMBS</b>	<b>\$316.1</b>	<b>\$139.1</b>	<b>\$20.8</b>	<b>\$97.2</b>	<b>23.5%</b>
<b>TOTAL</b>	<b>\$658.3</b>	<b>\$248.4</b>	<b>\$422.6</b>	<b>\$0.0</b>	

(1) Acquisition cost for securities that have experienced principal losses are presented at the factor at the time of the acquisition. Securities that have fully paid down or have experienced full principal losses have been removed from the portfolio stratification.

(2) Current Value reflects estimated liquidation value. Estimated liquidation values are determined in accordance with valuation models and established procedures and may differ from values that would have been used had a ready market for these investments existed and such differences could be material. In addition, the gains or losses ultimately realized on these investments may be different than is currently presented. Although the fund described above may be similar to one or more funds managed by Torchlight, each fund is managed as a separate portfolio with its own investment objectives, policies and risks. In addition, anticipated investments of each fund will be highly dependent on current and prospective market trends, interest rates, credit performance, counterparty exposures and as a result, may experience materially different results. Past performance cannot be considered as indicative of future results.

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# Debt Opportunity Fund III

## Torchlight Debt Opportunity Fund III started investing in December 2008

- **Objective**

Achieve significant current income and capital appreciation by investing in commercial real estate debt

- **Performance**

- Net IRR of 9.5% since inception
- Projected net IRR of 14.0% to 16.0%

- **Commitments**

\$765 million in subscriptions between June 2008 and June 2009

- **Investment Period**

3 years from final close

### Portfolio Overview (as of June 30, 2013)

<b>Contributions to Date</b>	100%
<b>Investments</b>	46 assets
<b>Distributions to Date</b>	\$398.4 million
<b>Net Asset Value</b>	\$562.7 million
<b>Fund Leverage</b>	0%

Distributions to Date include return of capital and net income and realized gains. Distributions to Date includes the Q2 2013 distribution of \$55 million paid on July 29, 2013.

Net Asset Value is net of a provisional incentive allocation attributable to the managing member, if applicable.

Contributions to date and net income distributed to date are as of the presentation date.

Past results are not necessarily indicative of future results. Although the fund described above may be similar to one or more funds managed by Torchlight, each fund is managed as a separate portfolio with its own investment objectives, policies and risks. Return projections are based upon various assumptions made by Torchlight regarding future market conditions, and these assumptions may vary in material respects from actual outcomes. No representation or guarantee is made as to accuracy of the information presented and nothing contained herein should be relied upon as a promise or representation as to past or future performance. Torchlight has made certain assumptions about spreads, default rates, interest rates, and the period of time for which an investor's capital will remain invested. Actual events are difficult to predict and will be beyond the Fund's control and may be different from those assumed. Actual returns of investors may be materially lower than those projected depending upon the extent and manner in which actual market and economic conditions vary from those assumptions. Please refer to Appendix C for important information on default scenarios.

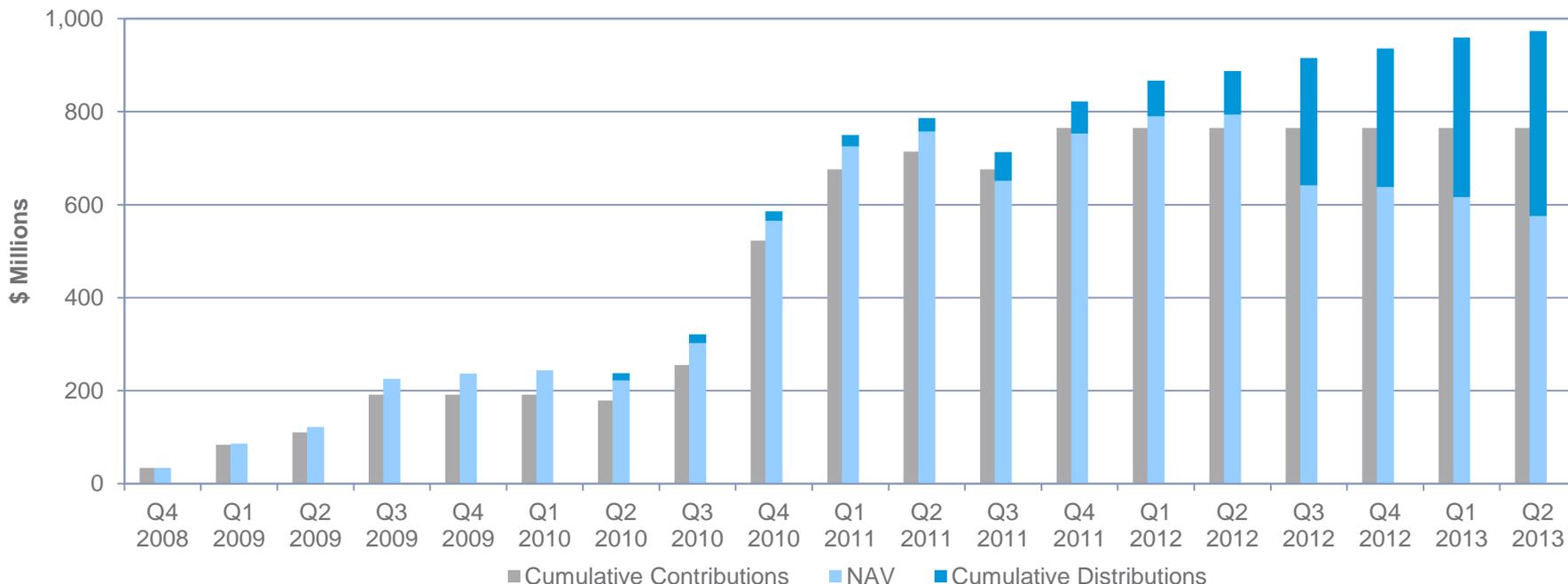
# Debt Opportunity Fund III

## Cash Activity

Fund III has distributed \$398.4 million and produced a net equity multiple of 1.26x to date

### Cumulative Contributions and Distributions

(December 12, 2008 through June 30, 2013)



Cumulative distributions include return of capital. Past performance cannot be considered as indicative of future results.

# Debt Opportunity Fund III

## Portfolio Pricing

### Portfolio Stratification

(as of June 30, 2013)

	Number of Deals	Par <sup>1</sup> (\$MM)	Acquisition Cost <sup>1</sup> (\$MM)	Average Acquisition Price	Current Value <sup>2</sup> (\$MM)	Projected Base Case Forward IRR
Interest Strip	3	\$107.1	\$107.1	NA	\$109.1	22.9%
CMBS Credit	10	\$681.6	\$252.2	37.0%	\$270.6	20.6%
Loan/Mezz	10	\$192.3	\$157.7	82.0%	\$163.2	21.3%
CRE CDO	2	\$34.8	\$29.4	84.6%	\$33.7	6.5%
CRE Municipal Debt	1	\$7.2	\$6.2	86.0%	\$5.8	21.6%
<b>Portfolio</b>	<b>26</b>	<b>\$1,023.0</b>	<b>\$552.6</b>		<b>\$582.4</b>	<b>20.4%</b>

(1) Amortized cost is used for par amount and acquisition cost where assets are interest strip securities. Acquisition cost is based on the current factor of each security. Acquisition cost for securities that have experienced principal losses are presented at the factor at the time of the acquisition. Securities that have fully paid down or have experienced full principal losses have been removed from the portfolio stratification.

(2) Current Value reflects estimated liquidation value. Estimated liquidation values are determined in accordance with valuation models and established procedures and may differ from values that would have been used had a ready market for these investments existed and such differences could be material. In addition, the gains or losses ultimately realized on these investments may be different than is currently presented. Although the fund described above may be similar to one or more funds managed by Torchlight, each fund is managed as a separate portfolio with its own investment objectives, policies and risks. In addition, anticipated investments of each fund will be highly dependent on current and prospective market trends, interest rates, credit performance, counterparty exposures and as a result, may experience materially different results. Past performance cannot be considered as indicative of future results.

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# Debt Opportunity Fund IV

**Torchlight Debt Opportunity Fund IV is targeting a net return of 14.0% to 16.0% through opportunistic investments in commercial real estate debt**

- **Objective**

Achieve significant current income and capital appreciation by investing in commercial real estate debt

- **Target Investments**

Opportunistic investments in commercial real estate debt

- **Target Return**

Projected net IRR of 14.0% to 16.0%

- **Fund Size**

Target Capital Commitments - \$1 billion

<b>Portfolio Overview</b> (as of June 30, 2013)	
<b>Total Commitments</b>	\$420.0 million
<b>Total Investments</b>	23
<b>Total Capital Invested</b>	\$265.0 million
<b>WA Portfolio Projected Base Case IRR</b>	15.4%
<b>WA Portfolio Cash on Cash Yield</b>	6.6%
<b>Weighted Average Maturity</b>	4.6 years

Total Outstanding Capital Invested reflects total funded market value of positions, including contractual commitments as of 7/22/13. Total Outstanding Capital Invested for CMBS reflects acquisition value of outstanding positions. Portfolio Overview is presented gross of fees. Past results are not necessarily indicative of future results. Although the fund described above may be similar to one or more funds managed by Torchlight, each fund is managed as a separate portfolio with its own investment objectives, policies and risks. Return projections are based upon various assumptions made by Torchlight regarding future market conditions, and these assumptions may vary in material respects from actual outcomes. No representation or guarantee is made as to accuracy of the information presented and nothing contained herein should be relied upon as a promise or representation as to past or future performance. Torchlight has made certain assumptions about spreads, default rates, interest rates, and the period of time for which an investor's capital will remain invested. Actual events are difficult to predict and will be beyond the Fund's control and may be different from those assumed. Actual returns of investors may be materially lower than those projected depending upon the extent and manner in which actual market and economic conditions vary from those assumptions. Please refer to Scenario Assumptions Disclaimers for important information on default scenarios.

# Debt Opportunity Fund IV Investment Activity to Date

As of July 22, 2013, Fund IV has committed to investments totaling \$265.0 million

## Portfolio Overview

(as of June 30, 2013)

	Total Outstanding Capital Invested <sup>1</sup>	Portfolio Distribution	Weighted Maturity	Acquisition		Stabilized		Acquisition Cash Yield	Projected Base Case IRR
				LTV	Debt Yield <sup>2</sup>	LTV	Debt Yield		
Senior Mortgages - Newly Originated / Stapled Mezz	\$113.3 million	42.8%	3.00	72.0%	6.3%	59.7%	11.0%	8.2%	13.7%
Distressed Senior Mortgages	\$45.4 million	17.1%	4.48	100.0%	4.4%	76.6%	8.7%	0.0%	16.0%
Mezzanine Loans / B-Notes	\$49.0 million	18.5%	3.25	85.8%	7.3%	77.9%	10.2%	8.9%	17.2%
Preferred Equity	\$18.0 million	6.8%	9.76	79.4%	6.9%	72.2%	8.5%	12.0%	17.3%
CMBS Subordinates	\$36.3 million	13.7%	9.23	68.1%	8.3%	68.1%	8.3%	4.1%	15.5%
CMBS	\$3.0 million	1.1%	0.64	N/A	N/A	N/A	N/A	0.0%	29.6%
	<b>\$265.0 million</b>	<b>100.0%</b>	<b>4.59</b>					<b>6.6%</b>	<b>15.4%</b>

1. Total Outstanding Capital Invested reflects total funded market value of positions, including contractual commitments as of 7/22/13. Total Outstanding Capital Invested for CMBS reflects acquisition value of outstanding positions.

2. Transitional investments that are not yet producing cash flow are excluded from the calculation.

LTV and Debt Yields for CMBS investment types are as reported by issuer. Past results are not necessarily indicative of future results. Although the fund described above may be similar to one or more funds managed by Torchlight, each fund is managed as a separate portfolio with its own investment objectives, policies and risks. Return projections are based upon various assumptions made by Torchlight regarding future market conditions, and these assumptions may vary in material respects from actual outcomes. No representation or guarantee is made as to accuracy of the information presented and nothing contained herein should be relied upon as a promise or representation as to past or future performance. Torchlight has made certain assumptions about spreads, default rates, interest rates, and the period of time for which an investor's capital will remain invested. Actual events are difficult to predict and will be beyond the Fund's control and may be different from those assumed. Actual returns of investors may be materially lower than those projected depending upon the extent and manner in which actual market and economic conditions vary from those assumptions. Please refer to Scenario Assumptions Disclaimers for important information on default scenarios.

# Long Island Multifamily – \$18.5MM First Mortgage & \$7.5MM Mezzanine Loan

## Torchlight’s strong relationships with borrowers lead to attractive opportunities



### • Opportunity

- A 90-unit, high-end multifamily property in Long Island, NY located adjacent to the Long Island Railroad and 30 minutes from Midtown Manhattan
  - Project amenities include concierge services, parking garage, clubhouse and fitness center
  - The 100,000 square foot project is 95% complete with approximately \$1.3 million in finishing costs remaining
- Originally developed as a condominium complex, the conversion to rentals presented Torchlight with an opportunity to acquire the asset at a discount
- Highly structured transaction to mitigate downside risk
  - \$1.8 million in interest and operating reserves
  - \$4.8 million in funding withheld from the first mortgage comprised of:
    - A construction holdback of \$2.3 million to be released upon completion
    - A performance holdback of \$2.5 million to be released upon the property achieving minimum occupancy rate, rent and debt yield hurdles

### • Transaction

- Torchlight provided an \$18.5 million (\$185 PSF) first mortgage and a \$7.5 million (\$260 PSF) mezzanine loan. Reserves of \$6.6 million were withheld, reducing the net exposure to \$19.4 million (\$194 PSF) or 64.0% of cost
- The appraised value of the stabilized property is \$32.6 million (\$325 PSF)
- The first mortgage has an initial interest rate of 6.75% with 25 bp increases after 24 months and 30 months, a 100 bp origination fee, and a 50 bp extension fee
- The mezzanine loan has an interest rate of 15%, a 125 bp origination fee, and a 50 bp extension fee
- Participation of 10% in excess returns for a period of 10 years once the borrower has achieved a minimum rate of return

### • Performance

- Projected annualized return of -1.0% to 1.0% under the Downside scenario and 14.0% to 16.0% under the Base Case scenario

#### Stabilized Property Metrics

\$185 PSF  
10.2% Debt Yield  
61.5% LTC  
56.7% LTV

\$260 PSF  
7.2% Debt Yield  
86.4% LTC  
79.8% LTV

#### Capital Structure at Acquisition

First Mortgage  
\$18.5MM

Mezzanine  
\$7.5MM

Equity \$4.1MM

Return projections as of July 31, 2012 are gross and exclude management and incentive fees and are based upon various assumptions made by Torchlight regarding future market conditions. Had management fees and incentive fees been charged, the projected returns would be lower. Information on fees are described in Torchlight’s Form ADV and in the operating documents of each prospective fund. Examples of the impact of such fees are available upon request. There can be no assurance that the projected returns will ultimately be achieved or if such investment will be available in the future. The Downside scenario is not intended as a worst case scenario but rather is based on projections, estimates and assumptions that are less favorable than our Base Case assumptions. Actual performance can be lower than the Downside scenario. In addition, investors could lose all or a substantial amount of their investments in the Fund. The descriptions above represent a summary and not necessarily all material details. No representation or guarantee is made as to accuracy of the information presented and nothing contained herein should be relied upon as a promise or representation as to past or future performance. Torchlight has made certain assumptions about spreads, default rates, interest rates, and the period of time for which an investor’s capital will remain invested. These assumptions may vary in material respects from actual outcomes. Actual events are difficult to predict and will be beyond the Fund’s control and may be different from those assumed. Actual returns of investors may be materially lower than those projected depending upon the extent and manner in which actual market and economic conditions vary from those assumptions. Please refer to Scenario Assumptions Disclaimers for important information on default scenarios.

# Market Conditions

Appendix A



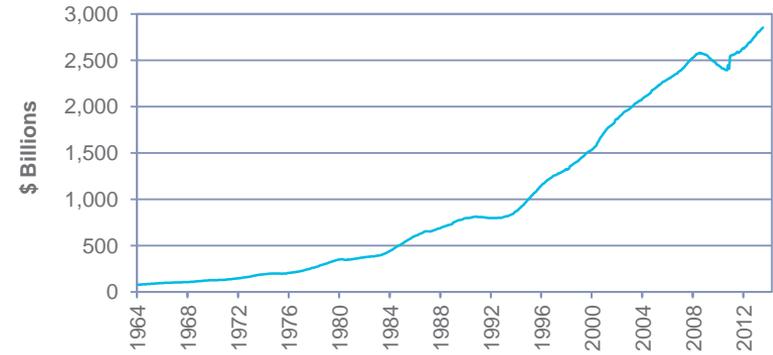
# Market Conditions

**Consumer Spending as a % of GDP**  
(March 1952 through June 2013)



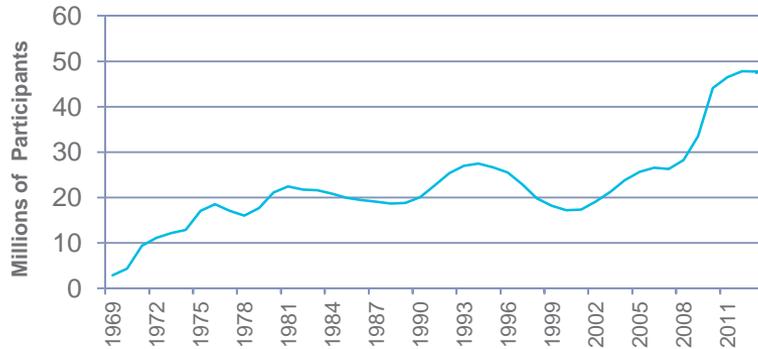
Source: Bureau of Economic Analysis

**Consumer Debt Levels**  
(January 1964 through July 2013)



Source: US Federal Reserve

**Food Stamp Participation**  
(December 1969 through June 2013)



Source: United States Department of Agriculture

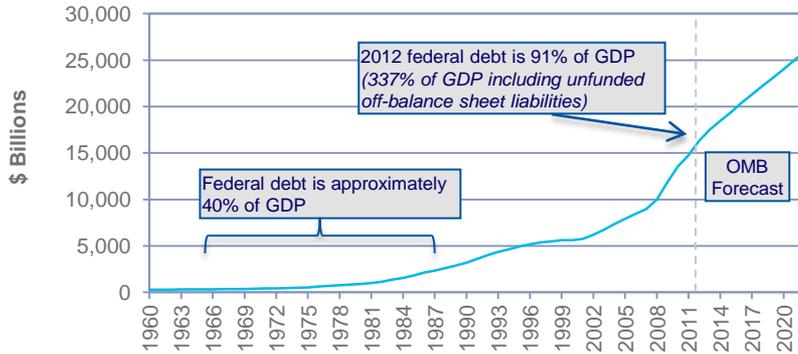
**U.S. Federal Budget Deficit**  
(December 1956 through December 2012)



Source: US Treasury

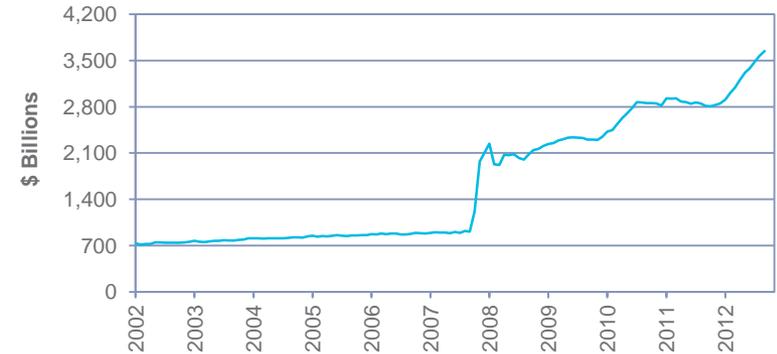
# Market Conditions

**U.S. Federal Debt**  
(December 1940 through December 2022)



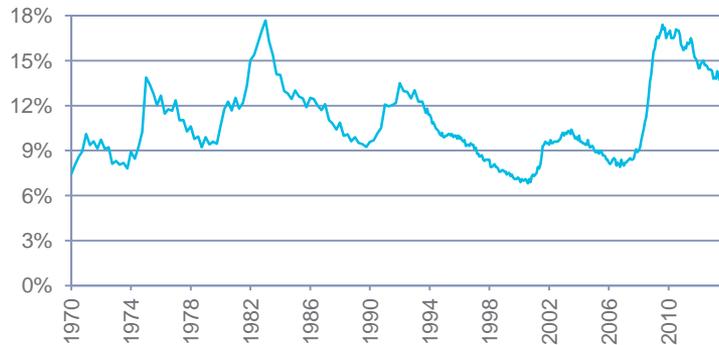
Source: Budget of the United States Government FY 2012, Office of Management and Budget

**Federal Reserve Balance Sheet**  
(December 2002 through August 2013)



Source: US Federal Reserve

**Unemployment (U-6)**  
(January 1970 through August 2013)



Source: Bureau of Labor Statistics

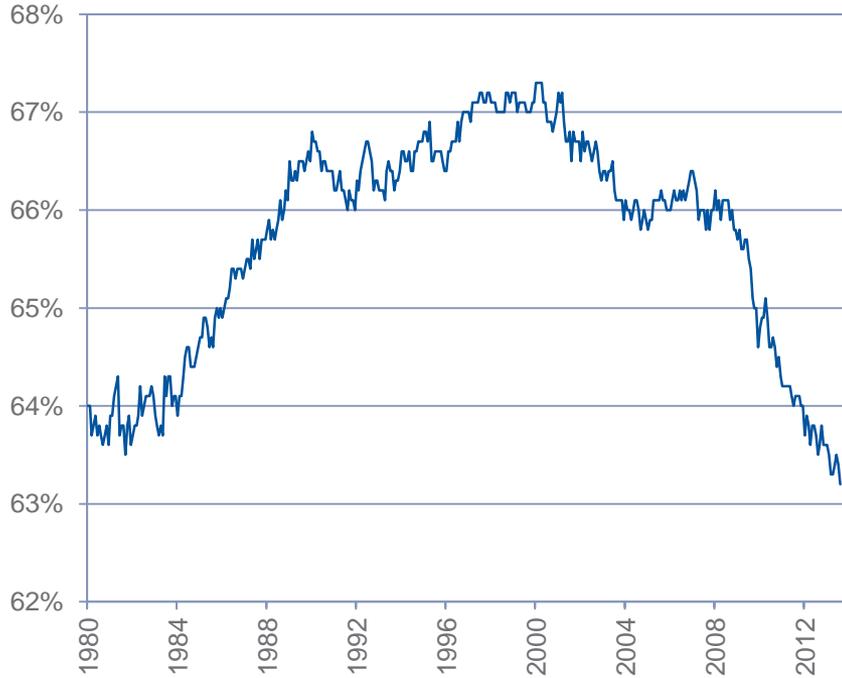
**Single Family Mortgage Delinquencies and Foreclosures**  
(March 1979 through June 2013)



Source: Mortgage Bankers Association

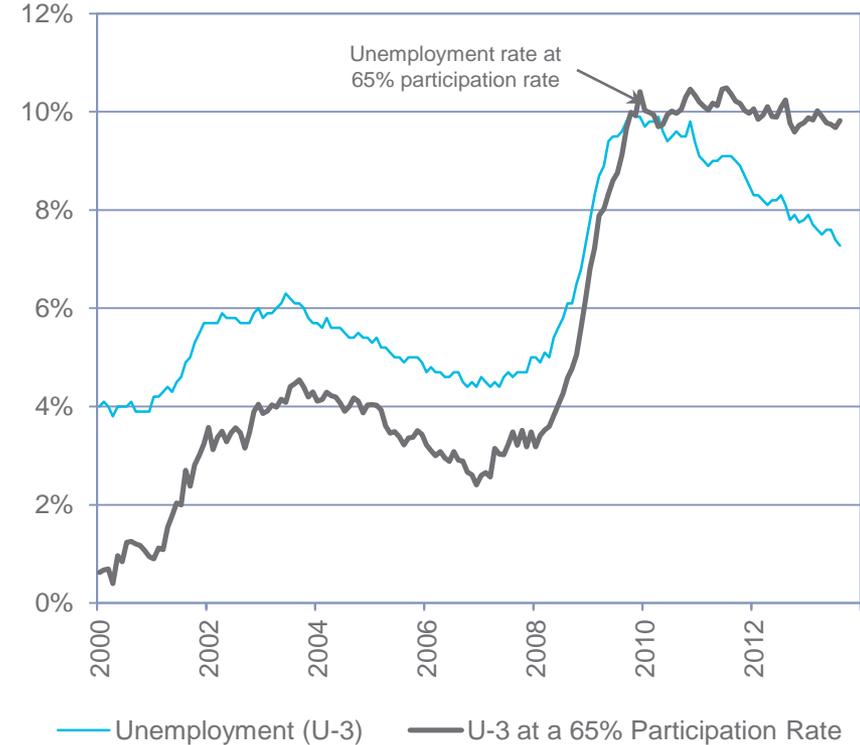
# Unemployment

## US Labor Force Participation (January 1980 through August 2013)



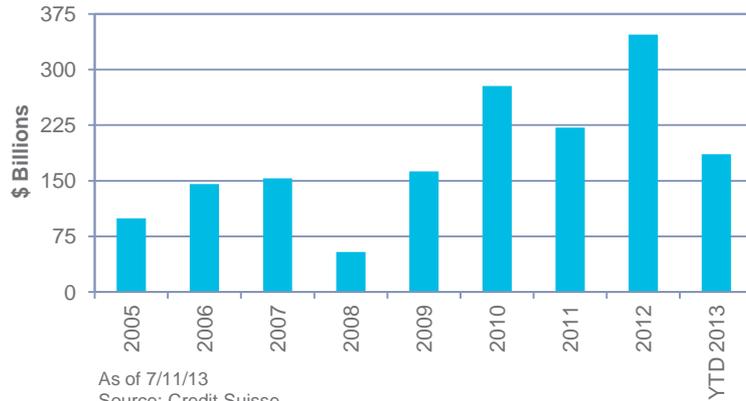
Source: BLS, Bloomberg

## Unemployment Rate Adjusted for Change in Participation Rate (January 2000 through August 2013)

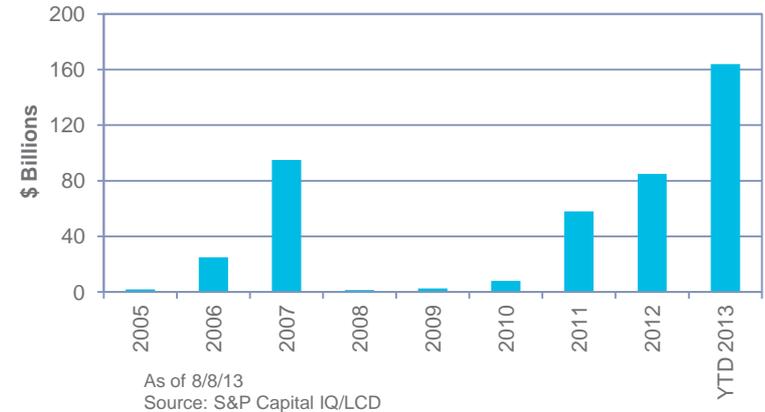


# Capital Market Indicators

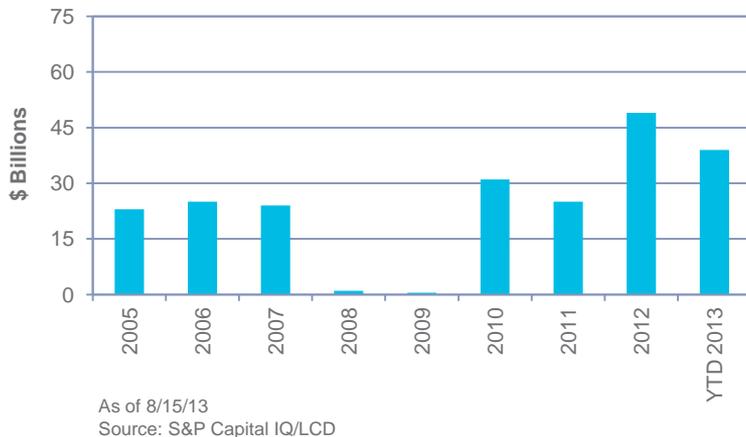
**High Yield Bond Issuance**  
(January 2005 through July 2013)



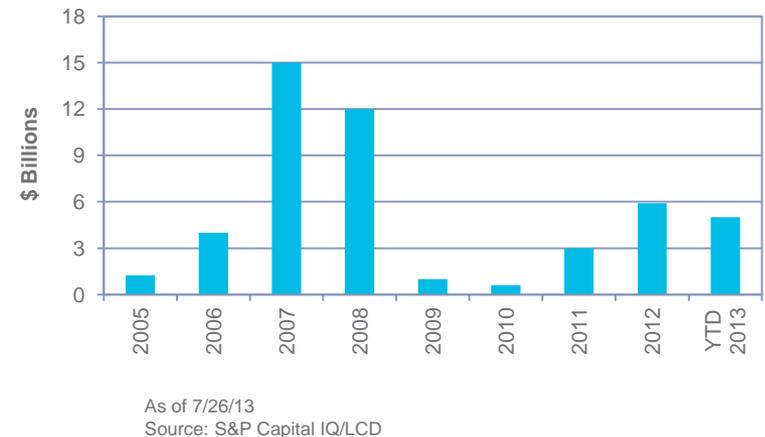
**Covenant-Lite Leveraged Loan Issuance**  
(January 2005 through August 2013)



**Dividend Recapitalization Loan Issuance**  
(January 2005 through August 2013)



**Payment-in-Kind Bond Issuance**  
(January 2005 through July 2013)



# Torchlight Senior Professional Biographies

Appendix B



# Torchlight Senior Professional Biographies

## **Steven Altman – Director, Distressed Debt Workout**

Steve is a Director in the distressed debt workout group. He has 26 years of professional experience. Prior to Torchlight, Steve worked at Commerzbank Securities, Fitch Ratings, Metropolitan Life Insurance Company and Arthur Andersen LLP. Steve is a Certified Public Accountant in the State of Michigan and holds an MBA and a BBA from the University of Michigan.

## **Brian Arment – Vice President**

Brian is a Vice President in the underwriting and closing group. He has 14 years of professional experience. Prior to Torchlight, Brian worked at Allgemeine HypothekenBank Rheinboden AG, Hypo Real Estate and Robertson Stephens. Brian holds a BA from the University of Massachusetts.

## **Michael Butz – Senior Vice President**

Mike is a Senior Vice President in the acquisitions group. He has 19 years of professional experience. Prior to Torchlight, Mike worked at Hypo Real Estate, Morgan Stanley and Nomura Securities. Mike holds a BS from Lehigh University.

## **Joseph Cary – Director, Chief Compliance Officer**

Joe is a Director of Torchlight Operations and the Chief Compliance Officer. He has 19 years of professional experience. Prior to Torchlight, Joe worked at ING Direct, Babcock and Brown and North American Trust (Toronto). Joe holds an MIM from Thunderbird School of Global Management, a BA from Allegheny College and is a CAIA (Chartered Alternative Investment Analyst) charter holder.

## **Samuel Chang – Director, Portfolio Manager**

Sam is a Director and a Portfolio Manager in the acquisitions group as well as a member of the Investment Committee. He has 15 years of professional experience. Sam holds a BS from Columbia University.

## **Matthew Dembski – Director**

Matt is a Director overseeing REIT investments. He has 20 years of professional experience. Prior to Torchlight, Matt worked at Credit Suisse, Trilogy Capital Advisors and Donaldson, Lufkin & Jenrette. Matt holds a BA from American University.

## **Amy Dickerson – Head of Human Resources, Office Manager**

Amy joined Torchlight Investors in 2006 and is the Head of Human Resources and Torchlight Office Manager. She has 15 years of professional experience. Prior to Torchlight, Amy worked at Morgan Stanley. Amy holds a BA from Russell Sage College and an Ed.M. and M.A. from Teachers College, Columbia University.

## **Ramalingam (“Ling”) Ganesh – Senior Vice President, Chief Financial Officer**

Ling is a Senior Vice President and the Chief Financial Officer. He has 22 years of professional experience. Prior to Torchlight, Ling worked at Morgan Stanley Investment Management and Fortis Prime Fund Solutions, Curacao. Ling is a Certified Public Accountant in the State of California and a Chartered Global Management Accountant. Ling holds a BSBA from Thomas A. Edison State College and Bachelors of Commerce from Madras University, India.

# Torchlight Senior Professional Biographies

## **Robert Ginsberg – Vice President**

Robert is a Vice President in the distressed debt workout group. He has 28 years of professional experience. Prior to Torchlight, Robert worked at Merrill Lynch, the CIT Group, Republic National Bank and National Government Properties. Robert holds an MBA from Pace University and a BA from Wesleyan University. He is an Adjunct Assistant Professor at the New York University Schack Institute of Real Estate.

## **Daniel Heflin – Chief Executive Officer, Chief Investment Officer**

Dan is the Chief Executive Officer and the Chief Investment Officer as well as a member of the Investment and Operating Committee. Dan has 26 years of professional experience. Prior to Torchlight, Dan worked at Ocwen Financial Corporation, Credit Suisse and Arthur Andersen LLP. Dan is a Certified Public Accountant in the State of New York and holds an MS from the London School of Economics and Political Science and a BS from Texas Christian University.

## **Ryan Howard – Vice President**

Ryan is a Vice President in the acquisitions group. He has 7 years of professional experience. Prior to Torchlight, Ryan worked at Ernst & Young LLP. Ryan holds a BA from Syracuse University.

## **Hubert Kang – Vice President**

Hubert is a Vice President in the financial control group. He has 13 years of professional experience. Prior to Torchlight, Hubert worked at Arthur Andersen LLP and Bisys Private Equity Services. Hubert is a Certified Public Accountant in the State of California and holds an MBA and an MS from Northeastern University and a BA from Columbia University.

## **Ganesh Karunakaran – Vice President**

Ganesh Karunakaran is a Vice President in the acquisitions group. He has 8 years of professional experience. Prior to Torchlight, Ganesh was a Fulbright Scholar, and worked in the Bureau of Economic and Business Affairs at the United States Department of State. Ganesh holds a BA from Cornell University.

## **Robert Kopchains – Managing Director, Client Service**

Bob is a Managing Director in the marketing and client service group as well as a member of the Operating Committee. Bob has 22 years of professional experience. Prior to Torchlight, Bob worked at American Express TRS Company. Bob holds an MBA from New York University and a BA from Middlebury College.

## **Abbey Kosakowski – Senior Vice President**

Abbey is a Senior Vice President in the acquisitions group. She has 18 years of professional experience. Prior to Torchlight, Abbey worked at JPMorgan, Lehman Brothers and as a practicing attorney. Abbey holds a JD and BS from the University of Florida.

## **Gianluca Montalti – Vice President**

Gianluca is a Vice President in the asset management group. He has 16 years of professional experience. Prior to Torchlight, Gianluca worked at Investcorp International, Greenstreet Real Estate Partners and LaSalle Investment Management. Gianluca holds an MBA from the University of Chicago and a BBA from the University of Michigan.

# Torchlight Senior Professional Biographies

## **David Perlman – Vice President**

David is a Vice President in the acquisitions group. He has 9 years of professional experience. Prior to Torchlight, David worked at Brickman Real Estate, Citi Property Investors, and Fitch Ratings. David holds a BSBA from Washington University in St. Louis.

## **Michael Romo – Managing Director**

Mike is a Managing Director in the marketing and client service group. He has 20 years of professional experience. Prior to Torchlight, Mike worked at Hawkeye Partners and Giuliani Partners. Mike holds a BBA in Finance from Southern Methodist University.

## **Trevor Rozowsky – Managing Director**

Trevor is a Managing Director in the distressed debt workout group. Trevor has 29 years of professional experience. Prior to Torchlight, Trevor co-founded Lydian Trust Company and was Chief Executive Officer and a Director of Lydian Private Bank. He has also worked at Ocwen Financial Corporation, U.S. West Financial Services Corporation and Arthur Andersen LLP. Trevor is a Chartered Accountant (South Africa), a Certified Public Accountant in the State of California and holds a Bachelors of Commerce from the University of Cape Town.

## **Steven Schwartz – Managing Director, Acquisitions**

Steve is a Managing Director overseeing the acquisitions group as well as a member of the Investment and Operating Committees. Steve has 31 years of professional experience. Prior to Torchlight, Steve worked at JPMorgan, Value Properties and the Patrician Group. Steve holds an MBA from New York University and a BA from Boston University.

## **Lawrence Smoler – Senior Vice President**

Lawrence is a Senior Vice President in the asset management group. He has 25 years of professional experience. Prior to Torchlight, Lawrence worked at MetLife, REALM (now Argus Software), GVA Williams and CB Richard Ellis. Lawrence holds an MS from New York University and a BA from Binghamton University.

## **William Stasiulatis – Managing Director, Portfolio Manager**

Bill is a Managing Director and a Portfolio Manager in the acquisitions group as well as a member of the Investment and Operating Committees. He has 16 years of professional experience. Bill holds an MS, an MBA and a BA from Columbia University.

## **Sunny Tam – Vice President**

Sunny is a Vice President in the financial control group. He has 12 years of professional experience. Prior to Torchlight, Sunny worked at Mayer & Hoffman Capital Advisors and BDO Seidman. Sunny is a Certified Public Accountant in the State of New York and holds a BS from New York University.

## **Marc Young – Director, Chief Credit Officer**

Marc is a Director and the Chief Credit Officer as well as a member of the Investment Committee. He has 20 years of professional experience. Prior to Torchlight, Marc worked at CW Capital and AIG Global Investments. Marc holds an MBA from Temple University and a BS from Pennsylvania State University.

## **Jennifer Yuen – Senior Vice President**

Jen is a Senior Vice President in the marketing and client service group. She has 15 years of professional experience. Prior to Torchlight, Jen worked at Credit Suisse and Deutsche Bank. Jen holds an MBA and a BS from New York University.

# Disclaimers

Appendix C



# Disclaimers

## Scenario Assumptions

The Torchlight (“Torchlight Investors” or “Torchlight”) Base Case and Downside scenarios are based upon certain assumptions and analysis regarding future events and conditions, which may include reviews of an individual property’s most recent operating statements, lease rollover information, market trends and industry trends. The results of these reviews are used to adjust baseline assumptions made by Torchlight regarding cap rates, rental rates and vacancy rates among different property types such as multifamily, retail, lodging, office and industrial. In the analysis performed by Torchlight, a judgment is made relating to the likelihood and severity of mortgage default, extensions of maturity and future investment activity. Estimates are contingent upon market and specific asset factors which may not lead to projected returns and can result in a lower return and a loss of capital. Additional details regarding Torchlight scenario assumptions are available upon request.

There can be no assurance that the projected distributions will ultimately be achieved by the Fund. In addition, investors could lose all or a substantial amount of their investments in the Fund. Torchlight Investors has made certain assumptions about spreads, default rates, interest rates, and the period of time for which an investor’s capital will remain invested. Actual events are difficult to predict and will be beyond the Fund’s control and may be different from those assumed. Actual returns of investors may be materially lower than those projected depending upon the extent and manner in which actual market and economic conditions vary from those assumptions. Such projections involve known and unknown risks, uncertainties and other factors, and undue reliance should not be placed thereon.

No representations are made as to the accuracy of such estimates or projections or that all assumptions relating to such estimates or projections have been considered or stated or that such estimates or projections will be realized. You should understand that conditions and events that are not noted above could have a significant impact on the performance of the Fund. The projections contained herein are inherently subjective, are based upon a variety of assumptions about future events and conditions and may use information available from various sources.

No representation or guarantee is being made herein as to the future performance of the investments, that the investments will actually perform as described in any of the illustrative calculations or that the projections set forth herein are the same as determined by Torchlight for other purposes or other clients. Any information contained herein is necessarily illustrative and summary in nature and is not intended to predict actual results, which will differ, and may differ substantially, from the results presented herein. In addition, investors could lose all or a substantial amount of their investment. Additional information related to the methodology used herein, or the specific positions in the portfolio, will be provided upon request.