



Amendments to the Request for Proposals for Consulting Services for the Real Asset Portfolio

- 1) The deadline to submit responses to the RFP for consulting services for the Real Asset Portfolio has been extended to 5:00 PM, Pacific Time on Friday, April 10, 2020.
- 2) Hard copy responses to the RFP are no longer required. Please submit PDF responses to 'realassets.sfers@sfgov.org'. Please ensure PDF responses are printer friendly on 8.5 by 11 inch paper.

Responses to Written Questions for the Request for Proposals for Consulting Services for the Real Asset Portfolio

Q: With respect to Section II.B.4 of the RFP which states "When requested by Staff, conduct a full due diligence review of potential investments (including, but not limited to commingled funds, co-investments, direct investments, and separately managed accounts)", is your organization willing to consider advise a discretionary structure (such as a Separately Managed Account (SMA) or Fund-of-One) under which co-investments and separately managed accounts can be executed by the selected Proposer, separate from and as opposed to a non-discretionary/advisor structure under which commingled funds and direct investments can be advised on?

A: SFERS is willing to consider a variety of structures for its investments, including SMAs or a fund-of-one. However, SFERS generally prefers to retain discretion for its commitments as opposed to providing discretion to its advisor.

Q: Can you please elaborate on the analytical software that the SFERS would like access to?

A: SFERS is not currently requesting access to any specific analytical software. SFERS would like to know what analytical software (if any) each Proposer utilizes and if SFERS will have access to said software if that Proposer is awarded the contract.

Q: In order to better assess the risk and return profile of the real asset portfolio can you please provide a current performance report showing individual investments, core real estate and non-core real estate breakdown, and other real asset exposure (timber, agriculture, infrastructure, etc) for the SFERS?

A: A copy of the most recent report is attached.

Q: What is the format of the electronic submission (e.g. CD, thumb drive or email)? If email, is there a file size limit for the realassets.sfers@sfgov.org address?

A: Email is the preferred format for electronic submissions. The file size limit is 36 MB.

Q: Can you please provide a list of current real assets investment managers for SFERS?

A: A copy of the most recent report is attached.



Q: How should confidential information be marked? Will the information stay confidential?

A: Under Section 67.24(e) of San Francisco Administrative Code, contracts, contractors' bids, responses to requests for proposals and all other records of communications between the Retirement System and persons or firms seeking contracts, shall be open to public inspection immediately after a contract has been awarded. All Responders should assume that no parts of their response will be confidential.

Q: Planning ahead a few weeks and recognizing the uncertainty around coronavirus and its implications on day to day business operations, if for some reason it is not possible to produce hard copies of the RFP around the time of the deadline, would it be acceptable to have them arrive later than April 3? Soft copies would still be emailed to honor the deadline.

A: Given the current uncertainty, soft copies that are received by **April 10 at 5 PM Pacific Time** will be considered to have met the deadline. **Hard copies are no longer required to successfully meet the RFP requirements.** Please ensure that the submitted PDFs are printer friendly.

Q: [C]ould you please let us know if the requirements for hard copies have changed? Will we be able to send an electronic file via email instead?

A: See the above response.

Q: "Consultant acknowledges that, to comply with the above-described fiduciary duties, it must maintain independence from all interests other than the interests of the Retirement System members and beneficiaries, as those interests are expressed by the Retirement Board." (Section 5, page 34) Could you provide clarification on what this representation means, given our role in advising different clients and managing other accounts?

A: The language is intended to address potential conflicts of interest. Consultants are expected to maintain independence from interests that may conflict with those of the Retirement System.

Q: Insurance coverages (Section 13, page 38) The amounts required to be maintained are not specified. Could you confirm?

A: The required insurance coverage amounts are not in the form agreement and will be inserted upon commencement of contract negotiations.

City and County of San Francisco Employees' Retirement Fund

Real Assets Portfolio

As of June 30, 2019

(\$ in millions)

Fund/Investment	Vintage Year	SFERS Commitment (\$ M)	Cumulative Contributions through 6/30/2019 (\$M)	Cumulative Distributions through 6/30/2019 (\$M)	Reported Value as of 6/30/2019 (\$M)	Investment Multiple (2)	Net IRR as of 6/30/2019 (1,2)
AEW Partners VI	2010	\$25.00	\$22.76	\$29.59	\$11.11	1.8x	15.0%
AEW Partners VII	2013	\$40.00	\$36.62	\$31.73	\$19.52	1.5x	12.7%
AF V APR Co-Invest	2018	\$15.00	\$15.00	\$0.00	\$16.99	1.1x	NM
Almanac Realty Securities V	2007	\$40.00	\$43.68	\$63.75	\$1.52	1.5x	12.1%
Almanac Realty Securities VI	2012	\$50.00	\$32.65	\$31.23	\$13.45	1.6x	12.0%
* AMB Co-Investment Program (Core)	2007	\$402.42	\$402.42	\$419.42	\$0.00	1.0x	4.2%
* AMB Co-investment Program (Value)	2001	\$242.71	\$242.71	\$473.20	\$0.00	1.9x	19.4%
* AMB I.M.A.	1994	\$177.31	\$177.31	\$215.53	\$0.00	1.2x	9.5%
* AMB Value I.M.A.	1998	\$24.68	\$24.68	\$35.42	\$0.00	1.4x	10.2%
Apollo Natural Resources Partners II	2015	\$100.00	\$69.74	\$26.87	\$58.30	1.3x	NM
Apollo Real Estate Fund IV	1999	\$35.00	\$34.99	\$48.29	\$0.04	1.4x	5.9%
Arcadius (SW) Energy Capital	2015	\$15.03	\$12.55	\$0.00	\$14.57	1.2x	NM
ARCH Capital - TRG Asian Partners III	2014	\$50.00	\$46.52	\$0.74	\$61.29	1.3x	NM
ARCH Capital Asian Partners IV	2018	\$50.00	\$25.62	\$0.00	\$26.61	1.0x	NM
Ares Energy Opportunities Fund	2018	\$35.00	\$21.10	\$0.00	\$23.03	1.1x	NM
Ares EPIC Co-Invest	2018	\$10.00	\$9.08	\$0.00	\$9.58	1.1x	NM
Ares SCM Co-Invest	2018	\$25.00	\$25.00	\$0.00	\$31.03	1.2x	NM
Berkshire Multifamily Value Plus Fund III	2012	\$40.00	\$41.67	\$51.91	\$14.68	1.6x	14.3%
Blackstone Energy Partners II	2015	\$50.00	\$40.14	\$2.12	\$43.65	1.1x	NM
Blackstone Energy Partners III	2019	\$100.00	\$0.00	\$0.00	\$0.00	NM	NM
Blackstone Real Estate Partners Asia II	2018	\$100.00	\$22.33	\$0.03	\$22.47	1.0x	NM
Blackstone Real Estate Partners Europe V	2016	\$108.68	\$73.55	\$2.31	\$85.05	1.2x	NM
* Blackstone Real Estate Partners III	1999	\$35.00	\$34.41	\$67.78	\$0.00	2.0x	21.4%
Blackstone Real Estate Partners International II	2005	\$25.00	\$20.83	\$19.08	\$2.08	1.0x	0.2%
Blackstone Real Estate Partners IX	2019	\$100.00	\$0.00	\$0.00	\$0.00	NM	NM
Blackstone Real Estate Partners VIII	2015	\$150.00	\$136.89	\$45.89	\$130.42	1.4x	NM
Bluescape Energy Recapitalization and Restructuring Fund III	2016	\$85.00	\$86.98	\$26.98	\$91.93	1.5x	NM
Bristol Value II	2012	\$25.00	\$24.54	\$9.27	\$20.86	1.3x	8.8%
Brockton Capital Fund III	2014	\$60.24	\$42.00	\$38.01	\$10.61	1.5x	NM
Brookfield Strategic Real Estate Partners	2012	\$50.00	\$57.81	\$77.16	\$34.21	2.1x	20.4%
* Capmark Asia I.M.A.	2007	\$8.54	\$8.54	\$8.25	\$0.00	1.0x	-2.9%
Carlyle International Energy Partners	2013	\$100.00	\$75.26	\$28.32	\$74.99	1.6x	NM
Carmel Partners Investment Fund VI	2016	\$50.00	\$20.04	\$0.00	\$20.73	1.0x	NM
Carmel Partners Investment Fund VII	2019	\$25.00	\$0.63	\$0.00	\$0.45	0.7x	NM
Carnelian Energy Capital II	2017	\$40.00	\$15.69	\$2.22	\$15.21	1.1x	NM
Carnelian Energy Capital III	2019	\$75.00	\$0.00	\$0.00	\$0.00	NM	NM
* CB III	1978	\$40.00	\$40.00	\$71.40	\$0.00	1.8x	5.7%
* CB V	1980	\$5.00	\$5.00	\$9.54	\$0.00	1.9x	5.3%
* CB VI	1981	\$20.00	\$20.00	\$29.03	\$0.00	1.5x	3.0%
* CB VIII	1985	\$10.00	\$10.00	\$11.46	\$0.00	1.1x	1.3%
* CBRE Clarion Global Real Estate Securities	2008	\$75.00	\$77.79	\$98.69	\$0.00	1.3x	3.8%
Cerberus Global NPL Fund	2018	\$50.00	\$15.45	\$0.14	\$18.35	1.2x	NM
Cerberus Institutional Real Estate Partners IV	2015	\$100.00	\$70.36	\$7.34	\$70.56	1.1x	NM
CIM Fund VIII	2013	\$100.00	\$118.41	\$33.84	\$108.58	1.2x	6.8%
CIM Real Estate Fund III	2006	\$50.00	\$57.77	\$71.38	\$26.37	1.7x	10.0%
CIM SMA III Investments	2016	\$0.00	\$816.28	\$835.89	\$2.69	1.0x	NM
CIM UII Onshore I	2016	\$831.81	\$835.89	\$95.19	\$918.33	1.2x	NM
CIM Urban REIT	2005	\$25.00	\$25.00	\$27.04	\$13.96	1.6x	6.0%
Clean Grid Holdings	2016	\$12.42	\$6.19	\$1.36	\$9.14	1.7x	NM
Crow Holdings Self-Storage Fund	2017	\$75.00	\$13.38	\$0.00	\$10.96	0.8x	NM
Denham International Power Fund SCSp	2017	\$50.00	\$9.48	\$0.04	\$8.23	0.9x	NM
DivcoWest Fund IV	2013	\$50.00	\$49.65	\$74.11	\$9.16	1.7x	26.5%
* DLJ Real Estate Capital Partners	1996	\$18.00	\$22.83	\$31.21	\$0.00	1.4x	10.7%
* DLJ Real Estate Capital Partners II	1999	\$30.00	\$35.67	\$54.75	\$0.00	1.7x	18.8%
* EII - Global Real Estate Securities	2008	\$75.00	\$77.38	\$100.31	\$0.00	1.3x	4.3%
EIV Capital Fund III	2017	\$40.00	\$8.93	\$0.00	\$11.73	1.3x	NM
EMG Iron Ore HC Lux S.A.R.L.	2017	\$6.10	\$6.10	\$0.00	\$10.88	1.8x	NM
EMGVSC	2019	\$100.00	\$6.68	\$0.00	\$7.58	1.1x	NM
EMR Capital Resources Fund II	2016	\$100.00	\$103.83	\$14.03	\$109.29	1.2x	NM
EMR Capital Resources Fund III	2019	\$100.00	\$0.00	\$0.00	\$0.00	NM	NM
Energy and Minerals Group Fund IV	2015	\$100.00	\$90.64	\$23.57	\$111.31	1.6x	NM
Energy and Minerals Group Fund V	2019	\$100.00	\$49.62	\$0.00	\$53.19	1.1x	NM
Energy Capital Partners II	2009	\$20.00	\$16.98	\$22.43	\$2.10	1.5x	9.8%

Fund/Investment	Vintage Year	SFERS	Cumulative	Cumulative	Reported Value as of 6/30/2019 (\$M)	Investment Multiple (2)	Net IRR as of 6/30/2019 (1,2)
		Commitment (\$ M)	Contributions through 6/30/2019 (\$M)	Distributions through 6/30/2019 (\$M)			
Energy Capital Partners III	2014	\$50.00	\$48.38	\$15.01	\$45.51	1.3x	10.1%
Energy Spectrum Partners VII	2014	\$70.00	\$60.89	\$29.40	\$40.23	1.1x	NM
EnerVest Energy Institutional Fund XIV	2015	\$100.00	\$94.35	\$39.33	\$73.00	1.2x	NM
ENR Partners	2015	\$10.00	\$9.61	\$2.21	\$9.12	1.2x	NM
ENR Partners Four Corners Co-Invest	2016	\$6.65	\$6.17	\$4.10	\$6.06	1.6x	NM
ENR Partners II	2017	\$75.00	\$32.21	\$0.02	\$28.09	0.9x	NM
European Property Investors Special Opportunities 4	2015	\$110.72	\$84.12	\$7.57	\$90.99	1.2x	NM
European Property Investors Special Opportunities 5	2018	\$116.02	\$1.00	\$0.00	-\$0.06	NM	NM
Exeter Europe Value Venture III	2017	\$60.97	\$11.30	\$0.00	\$9.43	0.8x	NM
* First Reserve Fund IX	2001	\$30.00	\$30.00	\$89.94	\$0.00	3.0x	48.1%
* First Reserve Fund VI	1992	\$10.00	\$10.00	\$28.20	\$0.00	2.8x	25.7%
* First Reserve Fund VII	1996	\$30.00	\$30.00	\$45.61	\$0.00	1.5x	10.3%
* First Reserve Fund VIII	1998	\$30.00	\$30.00	\$61.12	\$0.00	2.0x	16.7%
First Reserve Fund X	2004	\$15.00	\$15.00	\$27.32	\$0.03	1.8x	31.0%
First Reserve Fund XI	2006	\$30.00	\$31.60	\$19.81	\$1.52	0.7x	-8.3%
First Reserve Fund XII	2008	\$40.78	\$44.10	\$18.61	\$6.99	0.6x	-11.6%
Fortress Japan Opportunity Fund II Holdings	2011	\$25.00	\$21.44	\$38.41	\$6.53	11.1x	25.2%
Fortress Japan Opportunity Fund III	2014	\$75.00	\$60.75	\$16.39	\$74.25	1.6x	NM
Fortress Japan Opportunity Fund IV	2018	\$75.00	\$5.01	\$0.00	\$5.12	1.0x	NM
Fortress Real Estate Opportunities Fund II	2014	\$75.00	\$85.70	\$71.88	\$38.33	1.8x	NM
Fortress Real Estate Opportunities Fund III	2018	\$75.00	\$10.13	\$0.00	\$9.76	1.0x	NM
Gateway Real Estate Fund IV	2013	\$52.00	\$47.87	\$52.06	\$20.58	1.5x	12.8%
Gateway Real Estate Fund V	2016	\$100.00	\$82.92	\$3.39	\$89.99	1.1x	NM
Gateway Real Estate Fund VI	2018	\$50.00	\$16.95	\$0.00	\$17.24	1.0x	NM
Gaw US Fund III	2017	\$50.00	\$11.89	\$0.00	\$11.82	1.0x	NM
Gaw US Value-Add Fund	2014	\$50.00	\$50.00	\$34.40	\$32.47	1.6x	NM
Grain Communications Opportunity Fund II	2018	\$50.00	\$6.70	-\$0.36	\$4.88	0.7x	NM
Harrison Street Real Estate Partners III	2010	\$25.00	\$22.91	\$38.43	\$1.03	1.8x	18.6%
Harrison Street Real Estate Partners IV	2013	\$50.00	\$47.00	\$48.19	\$19.97	1.6x	12.2%
Harrison Street Real Estate Partners VI	2016	\$50.00	\$42.07	\$2.02	\$43.04	1.1x	NM
Harvest SF MLP Partners	2016	\$100.00	\$100.00	\$0.00	\$100.46	1.0x	NM
HSI Real Estate V	2015	\$50.00	\$32.32	\$3.75	\$37.15	1.3x	NM
HSREP IV Co-Investment	2014	\$40.00	\$36.80	\$58.54	\$7.70	2.3x	24.1%
* Hunt Apartment I.M.A.	2001	\$200.00	\$223.58	\$222.96	\$0.00	1.0x	-0.1%
* Hunt Opportunistic Return I.M.A.	2007	\$75.00	\$51.14	\$8.45	\$0.00	0.2x	-60.5%
* Invesco Core I.M.A.	1999	\$140.00	\$335.93	\$551.00	\$0.00	1.6x	10.6%
* Invesco Takeover I.M.A.	1998	\$89.90	\$89.90	\$101.14	\$0.00	1.1x	7.3%
* Invesco Value I.M.A.	2000	\$131.66	\$131.66	\$168.78	\$0.00	1.3x	7.4%
* JMB Group Trust I	1987	\$11.16	\$11.16	\$13.33	\$0.00	1.2x	2.1%
Kerogen Energy Fund II	2014	\$100.00	\$68.52	\$5.22	\$100.95	1.6x	NM
Kimmeridge Energy Net Profits Interest Fund V	2018	\$40.00	\$11.97	\$10.92	\$0.95	0.9x	NM
Kitty Hawk Capital Partners V	2018	\$46.22	\$6.80	\$0.57	\$5.80	0.9x	NM
KSL Capital Partners IV	2015	\$100.00	\$76.16	\$14.80	\$73.46	1.2x	NM
* L&B CORE	1989	\$100.00	\$100.00	\$164.49	\$0.00	1.6x	5.8%
Lime Rock Resources IV-A	2016	\$75.00	\$44.45	\$1.79	\$50.19	1.2x	NM
M&M Pipeline Services	2018	\$15.00	\$15.00	\$0.00	\$14.41	1.0x	NM
Merit Energy Partners VI	1992	\$50.00	\$72.44	\$317.70	\$32.64	5.7x	20.4%
* Morgan Stanley Fund A	1988	\$20.00	\$20.00	\$20.02	\$0.00	1.0x	0.0%
Niam Nordic VI	2015	\$110.07	\$77.85	\$3.57	\$106.89	1.4x	NM
Niam Nordic VII	2018	\$58.01	\$0.84	\$0.00	\$0.02	0.0x	NM
* OCM Real Estate Opportunities Fund A	1996	\$20.00	\$20.00	\$33.09	\$0.00	1.7x	8.2%
Pamfleet Real Estate Fund III	2019	\$25.00	\$0.00	\$0.00	\$0.00	NM	NM
Pelican Energy Partners II	2016	\$50.00	\$38.20	\$9.01	\$41.17	1.3x	NM
Pelican Energy Partners III	2018	\$50.00	\$19.92	\$0.00	\$18.74	0.9x	NM
Primary Wave Music IP Fund II	2019	\$40.00	\$0.00	\$0.00	\$0.00	NM	NM
* Prologis Japan Fund	2005	\$45.75	\$45.75	\$58.25	\$0.00	1.3x	4.3%
Prologis Targeted U.S. Logistics Fund	2004	\$469.42	\$471.69	\$421.21	\$275.91	1.5x	4.5%
Real Estate Capital Asia Partners IV	2014	\$75.00	\$58.73	\$14.01	\$56.61	1.2x	NM
Real Estate Capital Asia Partners V	2017	\$75.00	\$9.02	\$1.54	\$8.41	1.1x	NM
Ridgemont Equity Partners Energy Opportunity Fund	2017	\$50.00	\$20.85	\$5.48	\$22.14	1.4x	NM
* RIMCO Partners IV	1991	\$7.50	\$7.50	\$7.31	\$0.00	1.0x	-0.5%
Riverstone-Carlyle Global Energy and Power Fund IV	2007	\$30.00	\$33.52	\$29.49	\$9.02	1.2x	3.6%
Rockpoint Real Estate Fund IV	2011	\$40.00	\$41.08	\$42.21	\$13.18	1.5x	16.6%
* RREEF Core I.M.A.	1990	\$1,309.10	\$1,378.31	\$2,031.17	\$0.00	1.5x	8.3%
* RREEF Development I.M.A.	2000	\$44.33	\$44.33	\$69.75	\$0.00	1.6x	14.9%
* RREEF Value I.M.A.	1994	\$816.67	\$753.69	\$939.93	\$0.00	1.3x	8.7%
* SCF III	1995	\$16.50	\$17.83	\$44.10	\$0.00	2.5x	14.7%

Fund/Investment	Vintage Year	SFERS	Cumulative	Cumulative	Reported Value as of 6/30/2019 (\$M)	Investment Multiple (2)	Net IRR as of 6/30/2019 (1,2)
		Commitment (\$ M)	Contributions through 6/30/2019 (\$M)	Distributions through 6/30/2019 (\$M)			
* SCF IV	1998	\$20.00	\$20.50	\$62.00	\$0.00	3.0x	24.3%
Scout Energy Partners III-A	2016	\$50.00	\$48.95	\$9.59	\$67.26	1.6x	NM
Scout Energy Partners IV-A	2017	\$50.00	\$52.59	\$8.85	\$71.59	1.6x	NM
SF Real Estate Investors	2016	\$150.00	\$90.93	\$34.08	\$66.38	1.1x	NM
* SSR I.M.A.	1990	\$109.27	\$109.27	\$152.20	\$0.00	1.4x	7.8%
Stonepeak Infrastructure Fund III	2018	\$50.00	\$19.78	\$1.19	\$20.70	1.1x	NM
Stonepeak Infrastructure Fund III – S (Side Car)	2019	\$25.00	\$0.00	\$0.00	\$0.00	NM	NM
* Stoneson	1990	\$10.15	\$10.15	\$37.59	\$0.00	3.7x	11.0%
Sustainable Asset Fund II	2018	\$50.00	\$3.46	\$0.00	\$2.41	0.7x	NM
Taurus Mining Finance Annex Fund	2016	\$50.00	\$27.07	\$10.01	\$23.65	1.3x	NM
Taurus Mining Finance Fund II	2019	\$100.00	\$0.00	\$0.00	\$0.00	NM	NM
* TCW Commingled Debt and Royalty Fund IV	1994	\$10.00	\$10.00	\$11.75	\$0.00	1.2x	9.7%
TriGate Property Partners II	2012	\$40.00	\$30.87	\$28.62	\$17.84	1.6x	12.5%
TriGate Property Partners III	2015	\$75.00	\$39.54	\$11.81	\$36.06	1.2x	NM
* UrbanAmerica II	2007	\$25.00	\$23.22	\$2.63	\$0.00	0.1x	-24.9%
Westbrook Real Estate Fund X	2015	\$50.00	\$32.24	\$7.84	\$29.51	1.2x	NM
WNG Aircraft Opportunities Fund II	2018	\$50.00	\$1.84	\$0.00	\$0.64	0.3x	NM
* X2 Resources Partners	2014	\$4.36	\$4.43	\$0.01	\$0.00	0.0x	NM
* Yorktown Energy Partners III	1997	\$15.00	\$14.78	\$32.88	\$0.00	2.2x	17.0%
Yorktown Energy Partners IV	2000	\$20.00	\$19.71	\$38.19	\$1.66	2.0x	14.7%
Total		\$12,005.15	\$10,609.39	\$9,883.73	\$4,356.24	1.4x	8.6%

* Indicates Liquidated Funds

- 1 Internal Rates of Return (IRR) since inception as calculated by SFERS' consultant have not been reviewed, verified or in any way approved by the General Partners. Until liquidated, interim returns are only estimated returns. Due to numerous factors, including the lack of standardized valuation, the IRR information in this report may not reflect the expected returns of the partnerships. The interim IRRs, therefore, should NOT be used to assess the investment success of a partnership or to compare performance across partnerships.
- 2 IRR and Investment Multiple information is noted as NM (Not Meaningful) for partnerships less than five years old as these funds typically are still in the "J" curve of their investment activities and performance calculations may be misleading.
- 3 Negative Investment Multiples will be noted as NM (Not Meaningful). Negative multiples can result early or late in a fund's life if the Reported Value (FMV) is negative and the fund has not generated meaningful Distributions (Dist) (making the numerator negative) or when recallable return of capital (RROC) is greater than Contributions (Cont) (making the denominator negative).
Investment Multiple = (FMV + Dist – RROC) / (Cont – RROC)