# Mass

### PRESENTATION TO THE STATE RETIREE BENEFITS TRUST FUND BOARD

#### **PRESENTED BY**

Paul W. Todisco, Senior Client Services Officer Francesco Daniele, Senior Client Services Officer Emily Green, Client Services Analyst

February 4, 2021

**Deborah B. Goldberg**, Treasurer and Receiver General, Chair **Michael G. Trotsky**, CFA, Executive Director and Chief Investment Officer

All figures as of 12/31/2020 unless otherwise noted

## **PRIT Fund Snapshot**

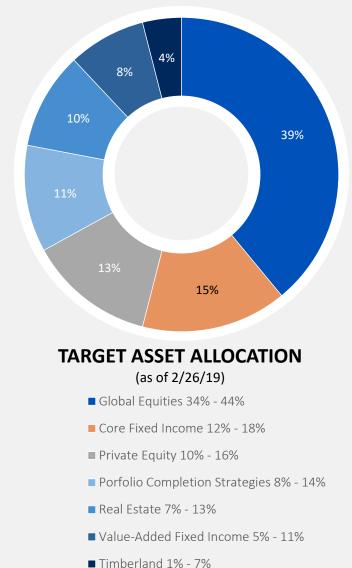
#### PRIT FUND FACTS

- \$86.7 billion AUM
- 50 public markets portfolios
- 16 real estate, timber and REIT portfolios
- 100+ private equity managers; 200+ partnerships
- 32 portfolio completion strategies managers

#### OVERSIGHT AND STAFFING

- 9 appointed and elected trustees
- 4 advisory committees, consisting of 34 industry professionals and Board members
- Staff of 50 professionals
  - 2 PhDs
  - 11 CFAs
  - 6 CPAs
  - 2 CAIAs
  - 20 CFA Investment Foundations Program Certificate Holders

#### ASSET ALLOCATION





## **About PRIM**



#### \$86.7 billion investment fund that invests public employee pension benefits

- PRIM has a professional, experienced and focused investment staff.
- PRIM does not administer benefits.

PRIM's mission is to relieve the pension funding burden on the taxpayer

- Self-funded agency which generates asset returns for the Massachusetts pension system.
- PRIM's Project SAVE initiative is approaching \$200 million annualized value enhancing activities for the fund annually.

PRIM is independent and governed by a nine-member Board of Trustees

- Massachusetts State Treasurer is the Chair of the PRIM Board.
- A robust committee structure lends investment and operational expertise to the decision-making process.





## **PRIM Core Beliefs**

We believe that any investment must be evaluated on three equally important parameters: return, risk and cost.

We don't make tactical asset allocation decisions or investment decisions based on market or economic predictions. Instead, we engineer a strategic, long-term asset allocation strategy that we hope will stand the test of a long-time horizon.

We value a basis point of cost reduction more than a basis point of return. Because we can count on cost savings every year, but nobody ever really knows what the markets will deliver.

## **PRIM Top 10 Accomplishments**

| 1 | Stable organization: Exceptional staff with<br>low turnover supported by a strong, stable<br>Board and Committee structure | 7  | <ul> <li>Re-engineered Hedge Fund program –</li> <li>Portfolio Completion Strategies</li> <li>Direct hedge funds</li> <li>Hedge fund replication</li> </ul> |
|---|--|----|---|
| 2 | National recognition for PRIM and its staff  |    | <ul> <li>Emerging manager direct hedge fund</li> <li>Hedge fund and other credit fund co-<br/>investment</li> </ul>   |
| 3 | Strong relative and absolute investment performance  | 8  | Enhanced manager search and selection process   |
| 4 | Sophisticated risk management platform and framework   | 9  | Private Equity co-investment  |
| 5 | Methodical asset allocation decisions  | 10 | Direct Real Estate Program  |
| 6 | Project SAVE   |    |   |



### **PRIM Board**



| Ruth Ellen<br>Fitch                    | James B.G.<br>Hearty                                    | Example 2 of the second | Carly Rose  | Theresa F.         McGoldrick,         Esquire  | Dennis J.<br>Naughton                               | Robert L.<br>Brousseau   | Paul E.<br>Shanley,<br>Esquire  |
|--|---|--|---|---|---|--|---|
| Appointee of<br>the State<br>Treasurer | Designee<br>of the<br>Governor,<br>Ex Officio<br>Member | Appointee<br>of the<br>Governor,<br>Non-State<br>Employee or<br>Official   | Appointee<br>of the<br>Governor,<br>Public Safety | State<br>Retirement<br>Board<br>Member<br>(SRB) | Teachers'<br>Retirement<br>Board<br>Member<br>(TRB) | Elected<br>Representative<br>State Teachers'<br>Retirement<br>System | Elected<br>Representative<br>State<br>Employees<br>Retirement<br>System |



## **PRIM Advisory Committees**

#### **Investment Committee**

The Committee advises the Board with respect to the asset allocation policy of PRIM and related investment policies and assist the Board in overseeing the investment program. The mandate of the Investment Committee does not include real estate and timber. Members include:

- 1. Deborah B. Goldberg, Chair, Treasurer and Receiver General of Massachusetts, PRIM Board Chair (Ex Officio)
- 2. Joseph C. Bonfiglio, Massachusetts & Northern New England Laborers' District Council
- 3. C. LaRoy Brantley, Investment Consultant
- 4. Michael Even, Former President and CEO, Numeric Investors
- 5. Constance M. Everson, CFA, Managing Director, Capital Markets Outlook Group
- 6. Ruth Ellen Fitch, Esq., Board Member, Former President and CEO, the Dimock Center
- 7. James B. G. Hearty, Board Member, Former Partner, Clough Capital (Ex Officio)
- 8. Peter Monaco, Board Member, Managing Director, Raptor Group
- 9. Philip Rotner, Chief Investment Officer, Boston Children's Hospital
- **10.** Paul E. Shanley, Esq., Board Member, Director of Professional Liability, Amity Insurance
- 11. Glenn P. Strehle, CFA, Treasurer Emeritus, MIT
- **12. Timothy L. Vaill**, Former Chairman and CEO, Boston Private Holdings

#### **Real Estate Committee**

The Committee advises the Board in setting investment policy within the real estate and timber portfolios and assist the Board in overseeing these portfolios. Members include:

- 1. Jill S. Hatton, CRE, Chair, Real Estate Investment Professional
- 2. Deborah B. Goldberg, Treasurer and Receiver General of Massachusetts, PRIM Board Chair (Ex Officio)
- 3. Lydia Chesnick, Esq., Partner, Bernkopf Goodman LLP
- 4. Robert Gifford, RGA Corp.
- 5. Anthony E. Hubbard, Esq., CVS Health
- 6. Jack Lutz, PhD., Forest Research Group
- 7. William F. (Bill) McCall, Jr., CRE, McCall & Almy, Inc.
- 8. Garlan Morse, Jr., CRE, Morris and Morse Company, Inc.
- 9. Peter F. O'Connell, Marina Bay Company
- 10. Carly Rose, Board Member, Public Safety Union Member



## **PRIM Advisory Committees**

#### **Administration and Audit Committee**

The Committee assists the Board in overseeing all issues related to the governance, administration, and audit functions of PRIM, and to provide recommendations for the Board's consideration. Members include:

- 1. Robert L. Brousseau, Chair, Board Member, Retired Teacher, Town of Wareham School System
- 2. Deborah B. Goldberg, Treasurer and Receiver General of Massachusetts, PRIM Board Chair (Ex Officio)
- 3. Patrick E. Brock, Chairman, Hampshire County Retirement Board
- 4. Karen E. Gershman, CPA, Former Partner and Chief Operating Officer, Health Advances
- 5. James B. G. Hearty, Board Member, Former Partner, Clough Capital (Ex Officio)
- 6. Theresa F. McGoldrick, Esq., Board Member, National Executive Vice President, National Association of Government Employees (NAGE)
- 7. Dennis J. Naughton, Board Member, Retired Educator, Millis Public Schools
- 8. Michele A. Whitham, Esq., Founder & Principal, Whitham Law LLC

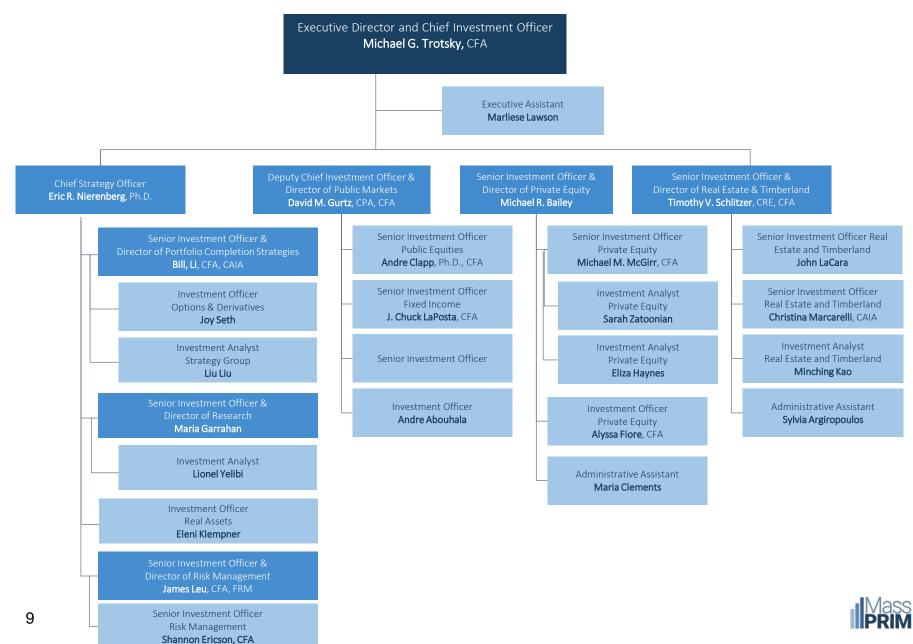
#### **Compensation Committee**

The Committee assists the Board in overseeing staff compensation and benefit policies. The Administration and Audit Committee is responsible for assisting the Board on other human resource matters. Members include:

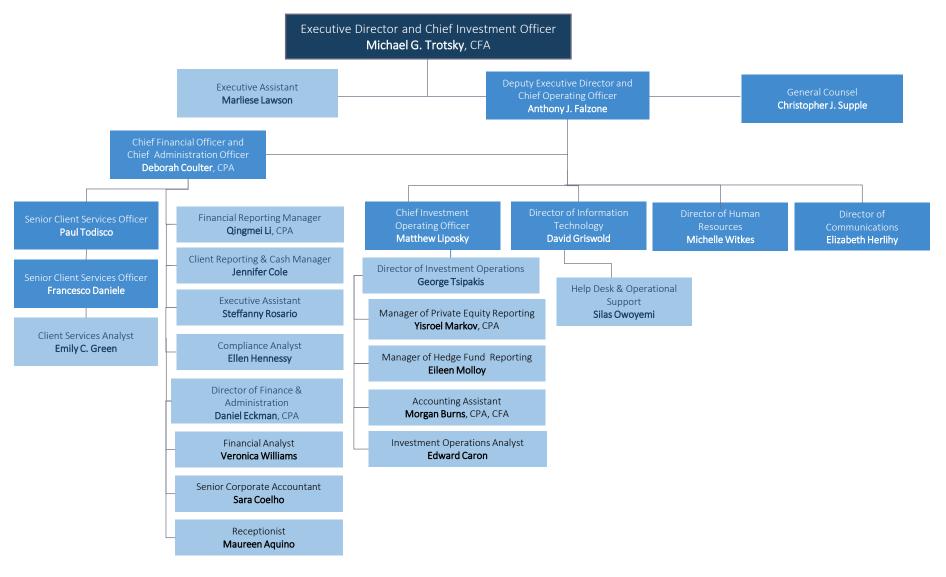
- 1. Michele A. Whitham, Esq., Chair, Founder & Principal, Whitham Law LLC
- 2. Deborah B. Goldberg, Treasurer and Receiver General of Massachusetts, PRIM Board Chair (Ex Officio)
- 3. Robert L. Brousseau, Board Member, Retired Teacher, Town of Wareham School System
- 4. Patrick E. Brock, Chairman, Hampshire County Retirement Board



## **PRIM Investment Team**



## **PRIM Finance and Operations Team**





## **External Advisors**

#### **Fund Advisors**

- NEPC Asset Allocation
- Callan Associates Public Markets and Real Estate
- Aberdeen Asset Management Hedge Fund and Real Estate
- Hamilton Lane Private Equity and Real Estate & Timberland
- Bard Consulting Real Estate & Timberland
- Chatham Financial Group Real Estate & Timberland
- Eigen 10 Advisors Real Estate & Timberland
- Harvest Capital Partners Real Estate & Timberland
- Legacy Appraisal Services Real Estate & Timberland
- RCLCO Fund Advisors Real Estate & Timberland
- Real Estate Fiduciary Services Real Estate & Timberland
- Buckhead Resources Real Estate & Timberland
- Coast and Harbor Real Estate & Timberland
- Meketa Investment Group Real Estate & Timberland
- Albourne Operational due diligence

#### **Independent Auditors**

• **KPMG, LLP** – PRIM Board and PRIT Fund, Real Estate, Timber, and SASE 16 Reviews

#### <u>Other</u>

- O'Neill and Associates Communications
- Edgewater Technology IT support

#### **Custodian**

BNY Mellon Corporation



## **Recent Recognition**

#### MIT Sloan/PRIM Collaboration on Environmental, Social, and Governance Ratings Research

PRIM has joined with the MIT Sloan Sustainability Initiative as the founding member of the Aggregate Confusion Project. The groundbreaking collaboration seeks to create more reliable and transparent ESG data and benchmarks for Investors. (September 2020)

#### **GIPS** Compliance

For the third consecutive year, PRIM has completed the CFA Institute's Global Investment Performance Standards of Integrity and transparency. PRIM is one of only a handful of large public pension plans to comply with the GIPS standards. (August 2020)

#### Certificate of Achievement for Excellence in Financial Reporting – Government Finance Officer Association

PRIM was awarded the Government Finance Officer Association's Certificate of Achievement for Excellence in Financial Reporting for the 15th consecutive year. (August 2020)

#### PRIM's Private Equity Portfolio ranked #2 by the American Investment Council

PRIM's Private Equity Portfolio has been ranked #2 among 176 U.S. public pension funds based on 10-year performance by the American Investment Council's Public Pension Study. PRIM is the only fund that has been in the top five every year the study has been conducted. (July 2020)

#### Commonwealth Citation for Outstanding Performance

Dan Eckman, Director of Finance and Administration, was recognized for his contributions that allowed PRIM to continue to operate seamlessly throughout the pandemic, among many other things. Maria Garrahan, Senior Investment Officer – Director of Research, was recognized for spearheading several industry-leading initiatives, including asset allocation framework and ESG initiative with MIT (October 2020)

#### Treasurer Deborah B. Goldberg Honored by National Association of State Treasurers

Treasurer Goldberg was honored by the National Association of State Treasurers with the Jesse H. Unruh Award, which is awarded to an active Treasurer in recognition of outstanding service to the Association, the profession, and his or her state. Treasurer Goldberg currently serves as the President of the Association (September 2020)

#### Institutional Investor's Lifetime Achievement Award

Michael Trotsky, CFA, Executive Director and Chief Investment Officer of Mass PRIM, was honored with Institutional Investor's Lifetime Achievement Award at the third annual Allocators' Choice Awards (December 2019)

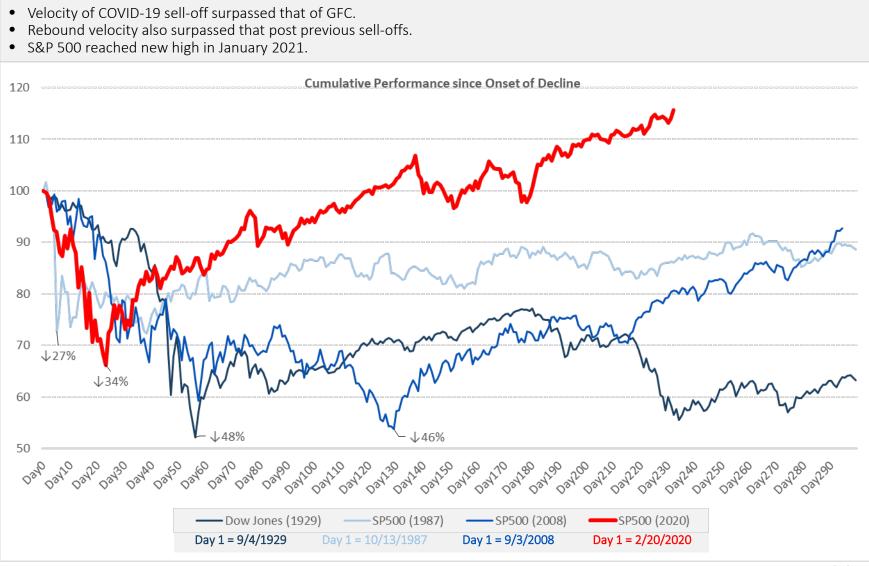
#### Michael Trotsky elected as Chair of the Board of Directors for CFA Society Boston

CFA Society Boston has elected Michael Trotsky, CFA, Executive Director and Chief Investment Officer to serve as Chair of the Board of Directors. The CFA Society Boston serves 6,000 professionals representing 650 companies and is part of the CFA Institute with nearly 200,000 members. (June 2019)



## **Unprecedented Sharp Decline**

#### As of January 20, 2021



## **U.S. Economic Data**

#### 16% Current: 6.7% Historical Average: 6.3% 14% 12% 10% 8% 6% 4% 2% 0% 2005 2008 2011 2014 2017 2020

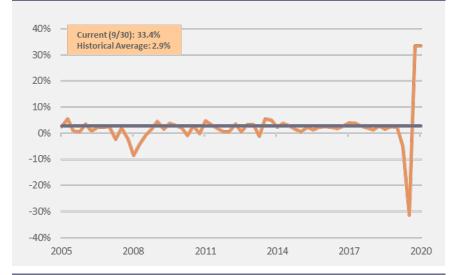
**UNEMPLOYMENT RATE** 

#### MANUFACTURING PMI



#### 14 Source: FactSet, PRIM Staff. All data as of December 31, 2020 or most recent report.

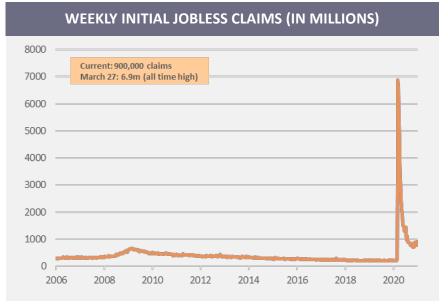
#### **GDP GROWTH RATE**



#### **CONSUMER PRICE INDEX**

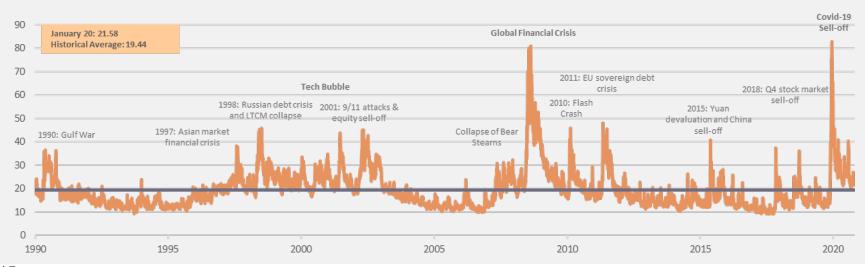


## **U.S. Economic Data**



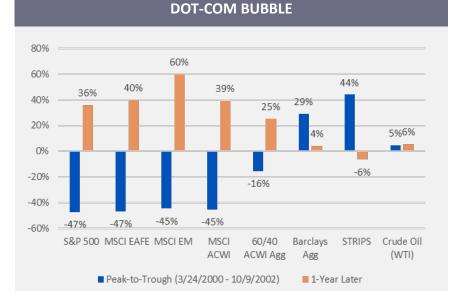
#### 

#### **CBOE MARKET VOLATILITY INDEX (VIX)**



15 Source: FactSet, PRIM Staff. All data as of January 20, 2021 or most recent report.

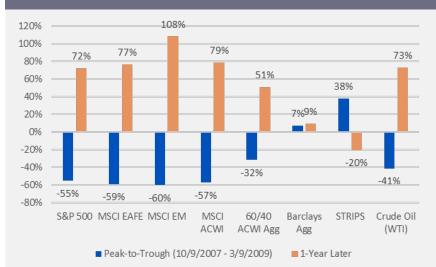
## **Historical Market Sell-Off Performance**



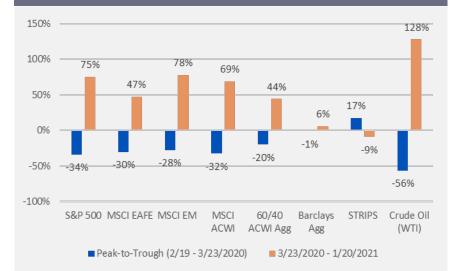
**2018 GLOBAL STOCK MARKET DOWNTURN** 



#### **GLOBAL FINANCIAL CRISIS**



#### **COVID-19 PANDEMIC**

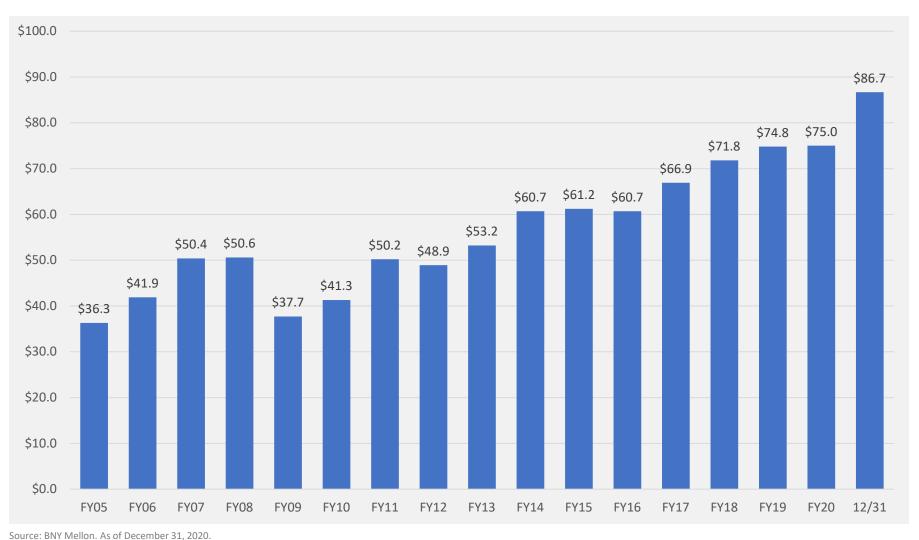


# PRIT FUND PERFORMANCE



## **Total PRIT Fund Fiscal Year Market Value**

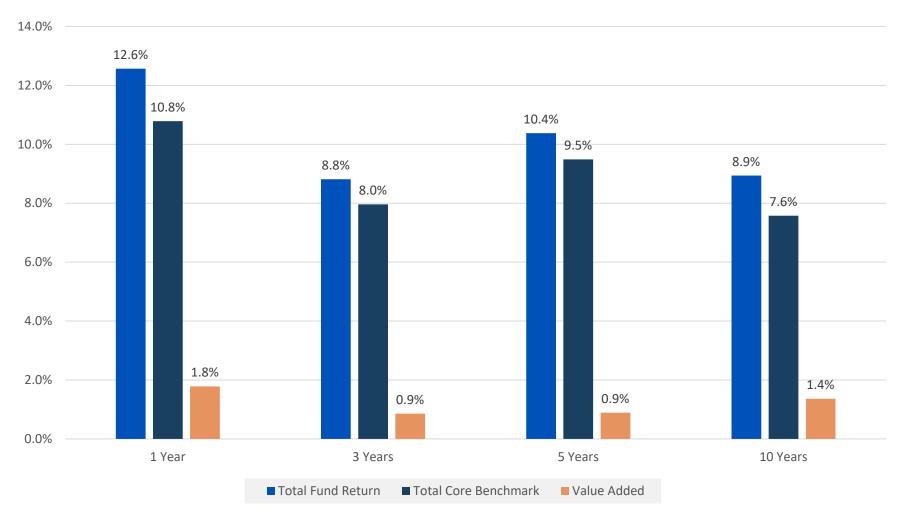
Value (\$Billions)





## **PRIT Fund Total Returns**

Annualized Returns as of December 31, 2020 (Gross of Fees)

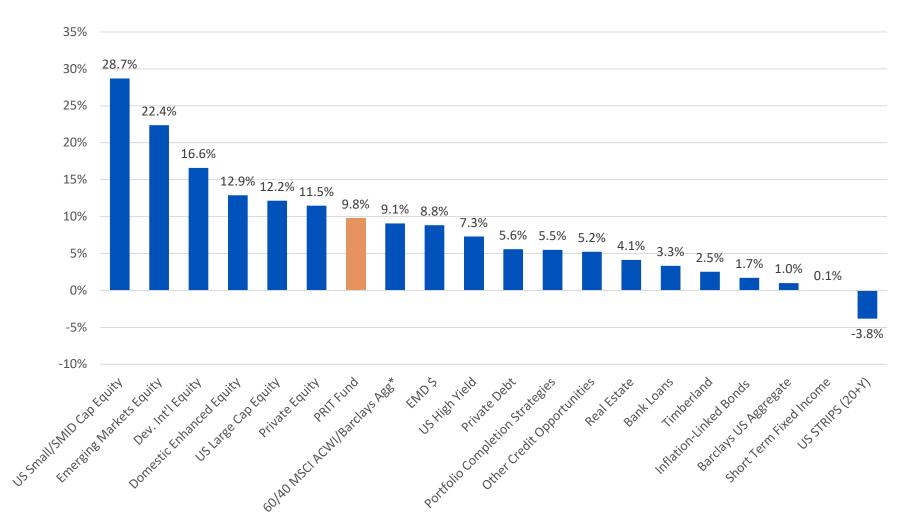


**Mass** 

Source: BNY Mellon. Total Core Benchmark includes private equity benchmark.

## **PRIT Performance By Strategy – Fourth Quarter 2020**

Quarter Ended December 31, 2020 (Gross of Fees)

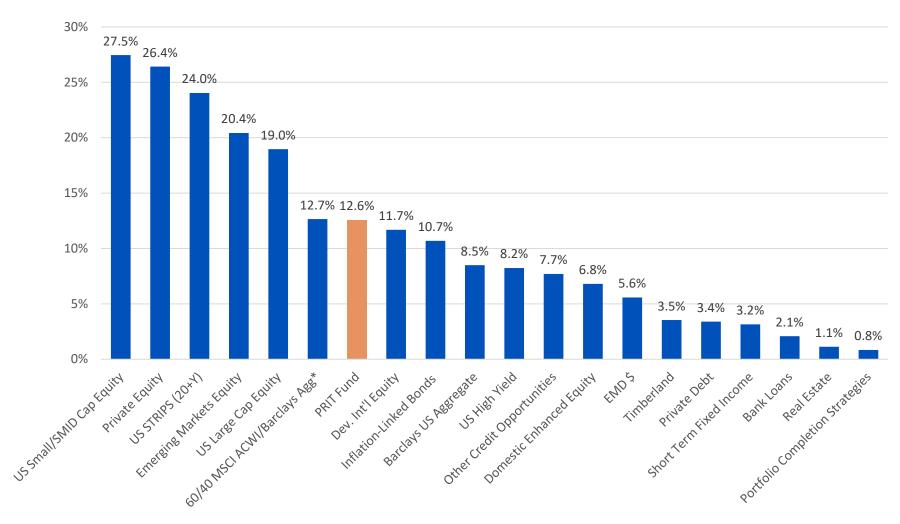


Source: BNY Mellon, FactSet. All performance figures reflected are PRIT Fund Asset Class returns. \*MSCI ACWI/Barclays Aggregate is derived from a 60/40 combination of index returns.



## **PRIT Performance By Strategy – One-Year**

One-Year Ended December 31, 2020 (Gross of Fees)

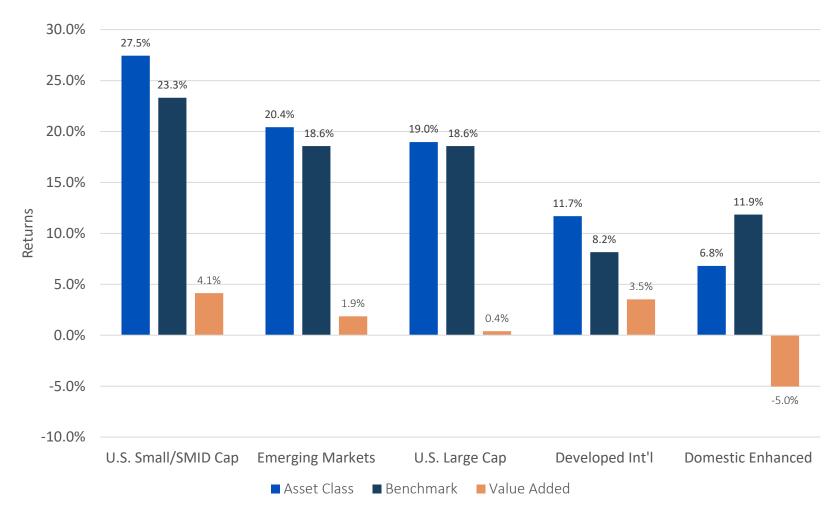


Source: BNY Mellon, FactSet. All performance figures reflected are PRIT Fund Asset Class returns. \*MSCI ACWI/Barclays Aggregate is derived from a 60/40 combination of index returns.



## **Global Equity Performance**

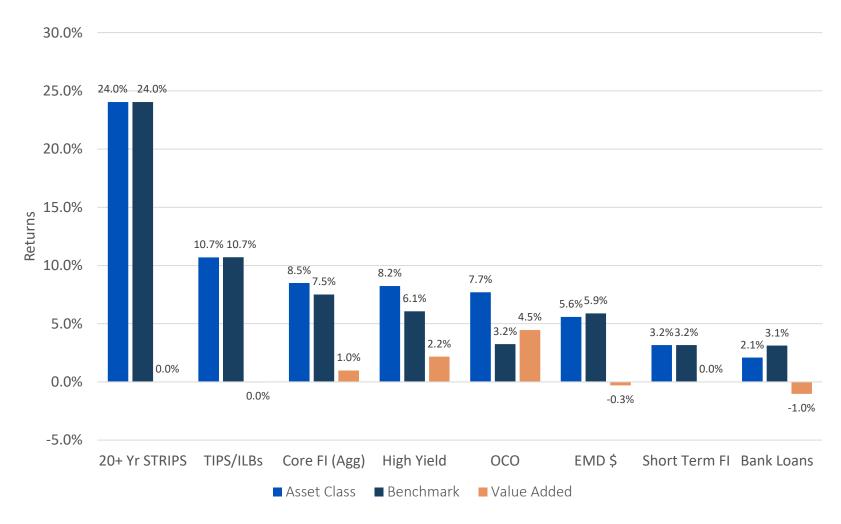
One Year Ended December 31, 2020 (Gross of Fees)



Source: BNY Mellon. Totals may not add due to rounding.

## **Public Fixed Income Performance**

One Year Ended December 31, 2020 (Gross of Fees)



Source: BNY Mellon. Totals may not add due to rounding.

## **PRIT Fund Annualized Returns By Asset Class**

(Gross of Fees)

| 1 Year                   | 3 Year            | 5 Year                   | 10 Year                   |  |
|--------------------------|-------------------|--------------------------|---------------------------|--|
| PRIVATE EQUITY           | PRIVATE EQUITY    | PRIVATE EQUITY           | PRIVATE EQUITY            |  |
| 26.4%                    | 21.0%             | 20.2%                    | 19.1%                     |  |
| GLOBAL EQUITY            | GLOBAL EQUITY     | GLOBAL EQUITY            | REAL ESTATE               |  |
| 15.9%                    | 9.7%              | 12.5%                    | 9.7%                      |  |
| CORE FIXED INCOME        | CORE FIXED INCOME | VALUE-ADDED FIXED INCOME | GLOBAL EQUITY             |  |
| 12.1%                    | 7.4%              | 6.9%                     | 9.6%                      |  |
| VALUE-ADDED FIXED INCOME | REAL ESTATE       | REAL ESTATE              | VALUE-ADDED FIXED INCOME  |  |
| 4.5%                     | 5.9%              | 6.9%                     | 5.7%                      |  |
| TIMBER<br>3.5%           |                   |                          | CORE FIXED INCOME<br>5.5% |  |
| REAL ESTATE              | TIMBER            | TIMBER                   | TIMBER                    |  |
| 1.1%                     | 2.4%              | 4.4%                     | 4.7%                      |  |
| PCS<br>0.8%              |                   |                          | PCS<br>4.0%               |  |

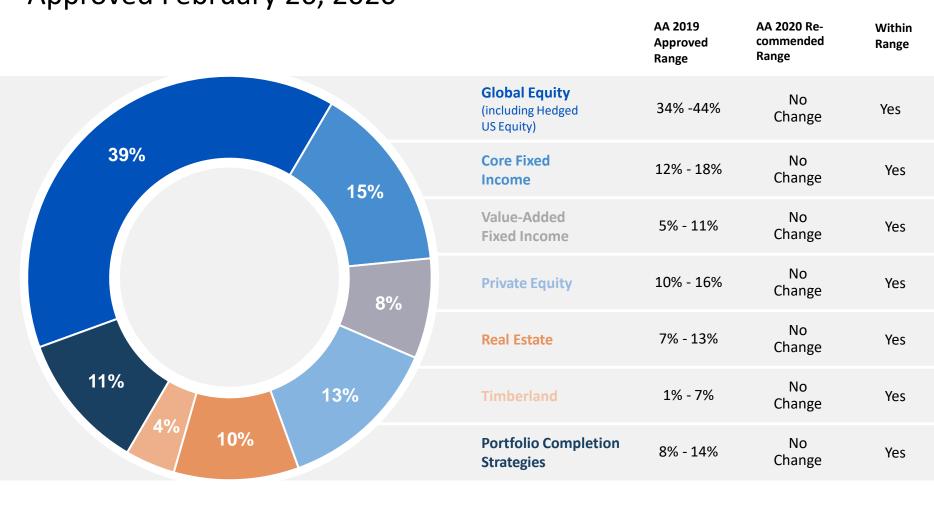
Source: BNY Mellon. Returns as of December 31, 2020.



## PRIT FUND ASSET ALLOCATION TARGETS



## **PRIT Asset Allocation** Approved February 26, 2020



The ranges in the PRIM asset allocation reflect the long-standing use of bands around a midpoint. The bands have not changed and any actual weighting within the range is considered acceptable and within the asset allocation policy. Managing the asset allocation to a particular midpoint in the range is not always possible, practical or advisable.

Date Range: Q1 2005 - Q3 2019

## **Changes to Target Ranges – PRIT Fund Asset Allocation**

Approved February 2019

## Increase in Allocation Range

#### **Core Fixed Income:** Target Band moves up 3%

- The net increase will be funded across the US Treasury curve.
  - US Short-Term Fixed Income **New**
- Within Core Fixed Income, there will be an increase across the US Treasury curve which will be funded through a reduction in Global Inflation-Linked Bonds.

#### Portfolio Completion Strategies: Target Band moves up 1%

#### Private Equity: Target Band moves up 1%

Same Allocation Range

#### Real Estate: Target Band stays the same

• As Private Real Estate deals are sourced, the team may fund from REITS.

Timber: Target Band stays the same

## Decrease in Allocation Range

#### Global Equity:

#### Target Band moves down 3%

- The decrease will be sourced from Developed International and Emerging Markets Equities.
- Within Global Equities, the increase in the Hedged Equity program will be funded by US and International Equities.

#### Value Fixed Income: Target Band moves down 2%



## **PRIM 2020 Asset Allocation Recommendations**

#### NEPC Capital Market Assumptions

|  |                 | 2020 Asset Class Assumptions |                           | 2019 Asset Class Assumptions |                           |
|--|-----------------|------------------------------|---------------------------|------------------------------|---------------------------|
| Asset Classes                                | Target<br>Range | 10 Yr. Expected<br>Return    | 30 Yr. Expected<br>Return | 5-7 Yr. Expected<br>Return   | 30 Yr. Expected<br>Return |
| US Equity <sup>1</sup>                       |                 | 5.2%                         | 6.9%                      | 6.1%                         | 7.6%                      |
| International Equities <sup>2</sup>          |                 | 6.1%                         | 7.0%                      | 6.8%                         | 7.8%                      |
| Emerging International Equities <sup>2</sup> |                 | 9.0%                         | 9.2%                      | 9.3%                         | 9.3%                      |
| Hedged Equity <sup>3</sup>                   |                 | 4.7%                         | 6.2%                      | 5.6%                         | 6.9%                      |
| Global Equity                                | 34% - 44%       |                              |                           |                              |                           |
| Core Bonds                                   |                 | 2.5%                         | 3.4%                      | 3.0%                         | 4.4%                      |
| Short-Term Fixed Income <sup>4</sup>         |                 | 2.5%                         | 3.1%                      | 3.0%                         | 4.0%                      |
| 20+ Yr. Treasury STRIPS                      |                 | 1.4%                         | 2.5%                      | 1.5%                         | 3.5%                      |
| TIPS   |                 | 2.2%                         | 2.7%                      | 3.0%                         | 4.0%                      |
| Core Fixed Income                            | 12% - 18%       |                              |                           |                              |                           |
| Value-Added Fixed Income <sup>5</sup>        | 5% - 11%        | 5.6%                         | 6.8%                      | 6.7%                         | 7.6%                      |
| Private Equity                               | 10% - 16%       | 9.6%                         | 10.9%                     | 10.0%                        | 11.2%                     |
| Real Estate <sup>6</sup>                     | 7% - 13%        | 5.3%                         | 6.1%                      | 6.2%                         | 6.4%                      |
| Timberland <sup>7</sup>                      | 1% - 7%         | 5.9%                         | 6.7%                      | 6.3%                         | 7.0%                      |
| Portfolio Completion (PCS) <sup>8</sup>      | 8% - 14%        | 5.1%                         | 5.8%                      | 5.8%                         | 6.8%                      |
| Total Fund Expected Return <sup>9</sup>      |                 | 6.2%                         | 7.3%                      | 6.8%                         | 7.9%                      |

 $1.\,$  Assumes a 80% allocation to broad market equities and 20% allocation to small cap equities

2. Assumes a 90% allocation to broad market equities and 10% allocation to small cap equities

3. Modeled as 20% US LIBOR, 70% US broad market equities and 10% allocation to small cap equities

4. Modeled as 50% Short-Term Treasury and 50% Short-Term Credit

5. Modeled as 50% High Yield and 50 % Private Debt

6. Real Estate is modelled as 90% Private Real Estate and 10% REITs

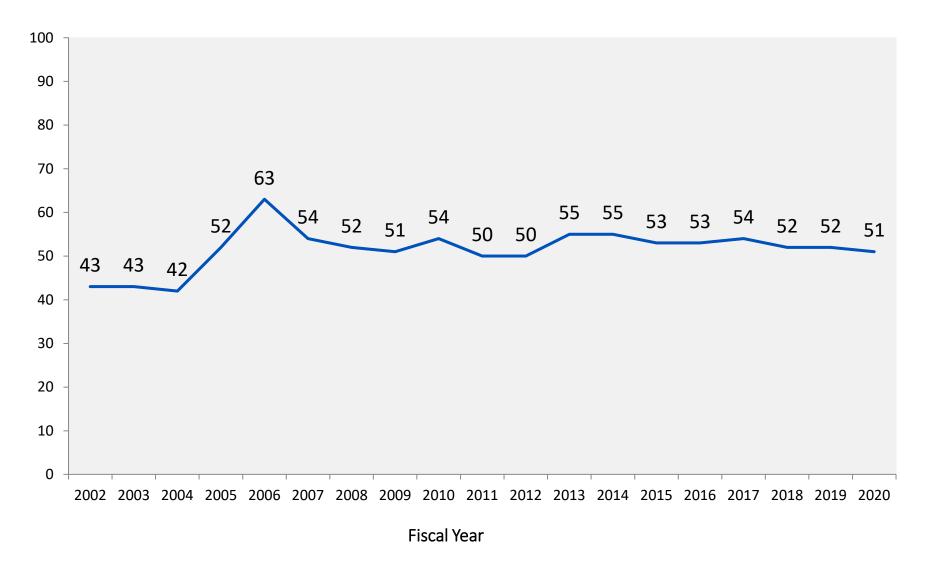
7. Timberland is modeled as Private Real Assets Infrastructure/Land

8. Modeled as equal weighed blend of Hedge Fund Equity, Credit and Macro

9. Asset classes modeled as the midpoint of the asset allocation range



## **PRIT Fund - Ratio of Expenses in Basis Points**





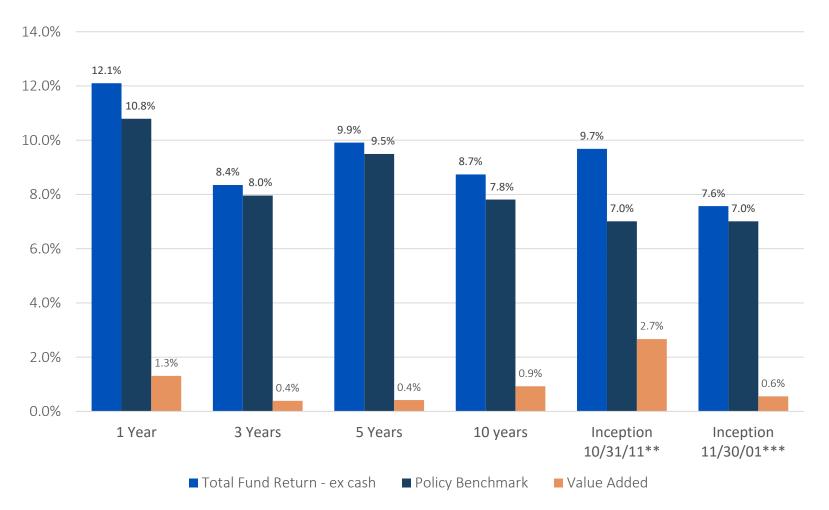
# SRBT FUND PERFORMANCE

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## **Total SRBT Fund Returns**

\$2.34 Billion\* One Year Ended December 31, 2020 (Net of Fees)



\*Participant assets, excluding Mass State Retirees, were \$720 million as of December 31, 2020

\*\* The inception date for the SRBTF's investment in the PRIT Fund General Allocation Account (PRIT GA) was 10/31/2011, when 82% of the fund was transitioned from separate accounts to PRIT GA. The remaining 18% of separate account assets were transitioned over the following 14 months with 100% of assets invested in PRIT GA by 12/31/2012. This ITD value 8.8% reflects the inception-to-date return for PRIT GA assets only.

31 \*\*\* The inception date for the TOTAL FUND was 11/30/2001. This ITD value reflects the true inception-to-date return for all SRBTF assets including legacy separate account investments as well as the PRIT GA investments.



# MUNICIPAL OUTREACH

ATTIM



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RIAT

## **Municipal Outreach**

- 1. Acton-Boxborough Regional School District
- 2. Amherst-Pelham Regional School District
- 3. Andover
- 4. Ayer Shirley Regional School District
- 5. Belmont
- 6. Bernardston
- 7. Bridgewater
- 8. Byfield Water District
- 9. Cape Cod Regional Transit Authority
- 10. Cape Cod Light Compact (JPE)
- 11. Chelmsford Water District
- 12. Dartmouth
- 13. Dracut
- 14. Freetown
- 15. Foxboro
- 16. Greater Lawrence Sanitary District
- 17. Greenfield
- 18. Groton
- 19. Halifax
- 20. Haverhill
- 21. Hull
- 22. Lawrence
- 23. Longmeadow
- 24. Lynn
- 25. Massachusetts Association of Regional Planning Agencies (MARPA)
- 26. Massachusetts Housing Finance Authority
- 27. Medway
- 28. Melrose
- 29. Mohawk/Hawlemont Regional School District (Buckland)
- 30. Nauset Regional High School
- 31. Newbury
- 32. Pepperell

- 33. Prospect Hill Academy Charter School
- 34. Somerset
- 35. Springfield
- 36. Stoneham
- 37. Sudbury
- 38. Taunton
- 39. Tri-County Educational Collaborative (Franklin, MA)
- 40. Truro
- 41. Waltham
- 42. Watertown
- 43. West Boylston Municipal Light Department
- 44. Westford
- 45. West Newbury
- 46. Weston
- 47. Winthrop
- 48. Woburn
- 49. Worcester

\*New Listing



## **Governmental Entities Participating in the SRBTF**

- 1. Town of Acton
- 2. Town of Amherst
- 3. Town of Ayer
- 4. Town of Bedford
- 5. Town of Bellingham
- 6. City of Beverly
- 7. BiCounty Educational Collaborative, Franklin, MA
- 8. Town of Blackstone
- 9. Boston Redevelopment Authority
- 10. Town of Boxford
- 11. Town of Braintree
- 12. Town of Brewster
- 13. Town of Brookline
- 14. Town of Burlington
- 15. Byfield Water District
- 16. Town of Chelmsford
- 17. Concord Area Special Education (CASE) Collaborative
- 18. Town of Cohasset
- 19. Town of Dalton
- 20. Town of Dracut
- 21. Town of Dedham
- 22. Fall River Housing Authority
- 23. City of Fitchburg
- 24. Town of Franklin
- 25. Franklin Regional Council of Governments
- 26. Greater Lowell Regional Technical School

- 27. Town of Harvard
- 28. Town of Hingham
- 29. Town of Holliston
- 30. Town of Ipswich
- 31. Town of Lancaster
- 32. Lawrence Housing Authority
- 33. Town of Lenox
- 34. City of Leominster
- 35. Town of Lincoln
- 36. Lincoln-Sudbury Regional School District
- 37. Town of Longmeadow
- 38. Lowell Regional Transit Authority (LRTA)
- 39. Lower Pioneer Valley Educational Collaborative
- 40. Town of Manchester-By-The-Sea
- 41. Manchester Essex Regional School District
- 42. Town of Marblehead
- 43. Marblehead Municipal Light Department
- 44. Massachusetts School Building Authority
- 45. Mass State Retirees (SRBTF)
- 46. Mass Water Resources Authority
- 47. Town of Medfield
- 48. Town of Middleton
- 49. Town of Milton
- 50. Town of Montague
- 51. Nashoba Regional School District
- 52. Town of Needham

- 53. City of New Bedford
- 54. City of Newburyport
- 55. City of Newton
- 56. Town of North Andover
- 57. Town of Northborough
- 58. Town of Northfield
- 59. Old Rochester Regional School District
- 60. Town of Orleans
- 61. Pilgrim Area Collaborative (PAC), Pembroke, MA
- 62. Town of Provincetown
- 63. Quabbin Health District
- 64. Town of Reading
- 65. Shawsheen Valley Technical High School, Billerica, MA
- 66. Town of Sherborn
- 67. South Hadley Fire District
- 68. Town of Stockbridge
- 69. Town of Tewksbury
- 70. Town of Wakefield
- 71. Wakefield Municipal Gas & Light Department
- 72. Town of Wayland
- 73. Town of Wellesley
- 74. Town of Westwood
- 75. Town of Wilmington

# Mass

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## **THANK YOU**

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