## MEETING

STATE OF CALIFORNIA

PUBLIC EMPLOYEES' RETIREMENT SYSTEM

BOARD OF ADMINISTRATION

PERFORMANCE, COMPENSATION &

TALENT MANAGEMENT COMMITTEE

ROBERT F. CARLSON AUDITORIUM

LINCOLN PLAZA NORTH

400 P STREET

SACRAMENTO, CALIFORNIA

TUESDAY, AUGUST 18, 2015 8:30 A.M.

JAMES F. PETERS, CSR CERTIFIED SHORTHAND REPORTER LICENSE NUMBER 10063

#### APPEARANCES

## COMMITTEE MEMBERS:

- Mr. Michael Bilbrey, Chairperson
- Ms. Priya Mathur, Vice Chairperson
- Mr. John Chiang, represented by Mr. Grant Boyken
- Mr. Richard Costigan
- Mr. Richard Gillihan
- Mr. Ron Lind
- Ms. Theresa Taylor

# BOARD MEMBERS:

- Mr. Rob Feckner, President
- Ms. Dana Hollinger
- Mr. Henry Jones, Vice President
- Mr. Bill Slaton
- Ms. Betty Yee, represented by Mr. Terrence McGuire

#### STAFF:

- Ms. Anne Stausboll, Chief Executive Officer
- Mr. Doug Hoffner, Deputy Executive Officer
- Mr. Ted Eliopoulos, Chief Investment Officer
- Mr. Matthew Jacobs, General Counsel
- Ms. Tina Campbell, Chief, Human Resources Division
- Ms. Carol Takehara, Committee Secretary

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# 1 PROCEEDINGS 2 CHAIRPERSON BILBREY: I'll this meeting of the 3 Performance, Compensation and Talent Management Committee 4 to order. First item of business, call the, role, please. 5 COMMITTEE SECRETARY TAKEHARA: Michael Bilbrey? 6 7 CHAIRPERSON BILBREY: Here. COMMITTEE SECRETARY TAKEHARA: Grant Boyken for 8 9 John Chiang? 10 ACTING COMMITTEE MEMBER BOYKEN: Here. COMMITTEE SECRETARY TAKEHARA: Richard Costigan? 11 COMMITTEE MEMBER COSTIGAN: Here. 12 13 COMMITTEE SECRETARY TAKEHARA: Richard Gillihan? 14 COMMITTEE MEMBER GILLIHAN: Here. 15 COMMITTEE SECRETARY TAKEHARA: Ron Lind? 16 COMMITTEE MEMBER LIND: Here. 17 COMMITTEE SECRETARY TAKEHARA: Priya Mathur? 18 VICE CHAIRPERSON MATHUR: Good morning. 19 COMMITTEE SECRETARY TAKEHARA: Theresa Taylor? 20 CHAIRPERSON BILBREY: I haven't seen her this 21 morning. We haven't seen her this morning. 22 Thank you very much. Next up the Executive

Mr. Chair and members of the Committee. Today, we're

DEPUTY EXECUTIVE OFFICER HOFFNER: Good morning,

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Reporter, Mr. Hoffner

going to be presenting two items for action of the Committee today. The first is the 2015 biennial salary survey approach and methodology, Agenda Item 5, during which time we'll see a couple comparator groups. And the item will be presented Michael Oak of McLagan Consulting.

The comparator groups approved by the Committee will be used to conduct the biennial salary survey that McLagan would do, and bring back material and information to you in the September Committee meeting.

The second time is related to a primary executive compensation consultant RFP. This is the item the Committee directed us to bring back to you a few months ago in the June meeting. And this outlines an RFP process that would allow for independent third-party incentive comp expert consultant to provide input to you, in that process. It also provides a different scope of services than we've ever requested for historically. And the recommendation, as discussed, with the Committee Chair and Vice Chair relates to using a subcommittee process to make that selection. And we'll talk about that as Agenda Item 6.

Next month, as we look ahead a little bit would be the biennial salary survey information that McLagan will provide, in addition to our annual workforce strategic plan update, which is something we're bringing

to you on an annual basis, and look to the things that we're doing to provide the talent here at CalPERS.

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In addition, there will be a closed session next month to look at the CEO's performance for the prior year. In advance of that, you'll be receiving an electronic survey and some other information related to the overall incentive comp plan review process to help remind us all about that annual process that we go through, prior to any discussion about performance awards.

I also wanted to talk briefly about some of the classifications we have pending. The pension and financial accountant proposal, which has been discussed previously, I made an oral report in March, had been reviewed and approved by CalHR and the State Personnel Board will be up for consideration on September 3rd. we're looking forward to approval of that.

In addition, regarding the actual class -actuarial classification proposal, I have no new information to report on that item, other than the fact that we continue with our consortium partners to work to get that approved with our partners in CalHR and the State Personnel Board.

At this point, that concludes my report, Mr. Chair. Happy to take any questions.

CHAIRPERSON BILBREY: Thank you.

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             Seeing no comments or questions.
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             We'll move on. I want to welcome to the
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    Committee sitting in Board Member Slaton, Jones and
   McGuire on behalf of Controller Chiang -- Treasurer -- no
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    Controller Yee.
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             (Laughter.)
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             CHAIRPERSON BILBREY: I'll get it. Right get
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    them all right one way or another.
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             Next is consent items, approval of the minutes.
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             Do I have a motion?
             ACTING COMMITTEE MEMBER BOYKEN: So moved.
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             VICE CHAIRPERSON MATHUR: Second.
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             CHAIRPERSON BILBREY: Moved by Boyken, seconded
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   by Mathur.
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             Any discussion on the motion?
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             Seeing none.
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             All those in favor say aye?
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             (Ayes.)
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             CHAIRPERSON BILBREY: Opposed?
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             Motion carries.
             Next item, consent items, information. Seeing no
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    requests to remove or question.
             We'll move on to Item 5.
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             DEPUTY EXECUTIVE OFFICER HOFFNER:
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    again, Mr. Chair. Doug Hoffner CalPERS staff.
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(Thereupon an overhead presentation was Presented as follows.)

DEPUTY EXECUTIVE OFFICER HOFFNER: Before I bring up Michael Oak with McLagan, I'm going to provide a little bit of history back to this item.

So if you recall back in April of this year, the Committee directed us to basically move forward with conducting a comprehensive salary survey. Per your Board policy on incentive compensation, it suggests that every two years you look at the compensation for your different investment and executive management positions.

Today, McLagan, through Michael Oak, will be providing that overview of the recommendation that his firm has put together about different comparator groups for those different classifications.

Upon approval of that, and discussion you have today, they will bring material back in September. But I also want to provide some history. So if you take us back about two years, effectively we presented, asked staff, and Katie Hagen at the time, along with McLagan, recommendations to the peer comparator groups related to the Investment Office. And that was basically in 2013 about this time of year.

At that point in time, the Committee made modifications to that peer comparison group. And that was

the last and most recent modifications to any peer comparators within the organization. At that point, we had not made any salary determinations or sought new survey material for any of the other positions within the organization.

So with that, I also wanted to highlight the fact that we had submitted, at that point, a classification change to the Department of Calhr again two years ago.

And this was the FINO and Investment Office classification package, which was approved in April of this year by the State Personnel Board. And we've been implementing those changes the last few months.

So as identified yesterday, I heard a comment in the Investment Committee, as we get into the material you'll see some comparator names to things like investment managers and investment directors. That's the new classification titles that were approved through that classification proposal some two years ago. And we're identifying them here today. But should questions come up, we will compare them back to what our PMs and SPMs and SIO positions were effective the July 1 change that we made this year to those classifications.

So I just want to make sure that from a terminology perspective that we're working and caught up in maybe some new language which has just been

implemented. But I wanted to provide that history that we've been working on this for some time, and now it's rolling through the organization. And so I just wanted to reflect that based upon the feedback I heard yesterday just to clarify.

With that, I would like to bring up Michael Oak of McLagan to walk us through the presentation on the biennial salary survey peer group discussion.

And with that, Michael Oak.

MR. OAK: Thanks, Doug.

So as mentioned, we were asked to review the positions that are described on page two.

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MR. OAK: And the objective, as we see it, for today to make sure that when we come back to you next month we have everything you need, is we'd like to reconfirm the investment management peer group, as Doug mentioned, was reviewed in detail in 2013 and approved by the Committee then.

We'd like to review alternative options and peers to include for the executive management per group, get your feedback on that, and hopefully get some consent and refinement on what that group, which has not been recently reviewed, will be.

And then we also wanted to get feedback from you

on what you would like to include in this review. So historically we've looked at the market salary, total cash, and total comp, including long-term incentives. And we've included some valuation for CalPERS benefits, both defined benefit and post-retirement health. We wanted to confirm whether that remains most appropriate, or if there are other things that we should consider or not consider, et cetera.

And if you have any additional feedback or requests or questions from us, we want to make sure that we get that from you today, so that again when we come back to you next month, we provide you with everything that you need to have on file.

So with that, if we go to page four.

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MR. OAK: And this is again just a reminder of the discussions we had in 2013 about the investment management peer groups. But we -- that peer group, which is included, if you're flipping ahead and wanted to look at the names, those are a couple pages ahead and we'll get to it, but they were large and complex institutional investors, U.S. and Canadian pension plans, and U.S. corporate plans -- pension plans. And we also included private sector comparisons from banks, insurance companies, and advisory firms with assets of 150 to 350

billion in assets under management.

This group was selected after lots of discussion and thought, because this is comparable to CalPERS from the perspective of mission, activities, functions, complexities, skills, capabilities specifically for investment staff. Most importantly, or equally importantly, it represents the market which you're most likely to recruit from and lose talent to. And these organizations have the breadth of activities that would allow CalPERS to make meaningful comparisons of CalPERS pay versus the market for most, if not all, of the investment positions.

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MR. OAK: So one thing we wanted to just highlight on the top of the page, if you have feedback for us, that's great; if not, we just wanted to make sure we didn't ignore it, is that there are certain functions that are now covered under these investment classifications that in the market would have -- would likely have different pay levels. And by that, I mean an investment manager, or portfolio manager, versus another -- a senior person in compliance or a senior person in risk. And the competitive Market would likely have different salaries, different incentive opportunities.

But as it sits, CalPERS doesn't differentiate

between those compliance risk treasury positions and the investment management position. So we just wanted to highlight that, because it's important for us to just -- to inform you that the competitive market would be very different for -- or potentially very different for those types of functions.

So as we'll see in a couple pages, and this is similar positioning, this is similar conclusions that you would have had from 2013, but salaries are fairly mainstream, generally positions near median. Target cash compensation, which we'd define as salary plus target cash bonus. Our positions at the 20 -- below the 25th percentile. And maximum cash compensation, meaning Calpers salary plus the maximum incentive opportunity available, again would still be positioned between the -- below the 25th percentile.

And at the bottom of the page, we just wanted to highlight that this is looking strictly at base salary and cash incentive versus base salary and cash incentive. No adjustments for either CalPERS or the market have been made for any sort of benefits or perquisites on either side of the fence. So this is a -- we wanted to come with you to today's meeting on a clean salary versus salary, total cash versus total cash, and then get your feedback on how, if at all, we should consider those other things

for when we move forward for August.

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MR. OAK: So page six, these are the organizations that represent the institutional peer group. I won't spend much time here. You can see that's the U.S. Canadian pension funds, U.S. corporate pension funds. The median assets were 86.3 billion versus CalPERS of 295. The median percent of assets internally managed was about 72 percent versus CalPERS of 69. And the median number of investment staff at these peer organizations is 74 versus CalPERS of 210.

So we -- although -- as we mentioned before, these organizations represent complexity and size and a market that CalPERS recruits in, but we'd also like to just highlight that CalPERS still remains larger and more complex in many aspects versus this particular peer group.

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MR. OAK: So now we'll get into some of the comparisons of how CalPERS is versus the market. So the first page of salary, and this perhaps a missing label on the page, so I apologize for that. But the bottom of the bar, so if you're looking at the Associate Investment Manager on the left, and you see that, it's like two pieces to the bar, the bottom bar, like if you draw a line on the very bottom of the bar it's about 100. It

represents the 25th percentile for the market, and it represents the minimum for CalPERS. And the top of the bar would represent CalPERS max, or the 75th percentile for the market. And then the white line that separates those two boxes would be the mid-point for CalPERS and the median for market.

So again, I just wanted to make sure that was clear, because it helps us visualize it. But again, the labels were missing, unless you read at the bottom. So as you look, you can visually see that the blue bars and the bars generally overlap. So the -- you can see the median lines are the Associate Investment Manager of 128 versus the market median of 134. We would say that approximates the median. That's not significant enough that they're, you know, far off there.

As you go across the page, it's pretty much a similar story, some a little bit below, some a little bit above the median, but generally very close.

Questions on the salaries. There's a lot -there's a couple of charts that are formatted like this.
We want to make sure that nothing is unclear as we move on
to the total cash view.

All set. Great.

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MR. OAK: So as we look at salary plus --

CHAIRPERSON BILBREY: Oh, we have one question.

Mr. Jones.

VICE PRESIDENT JONES: Yeah. Thank you, Mr. Chair. The salary amounts that you list there, are the incentive bonuses included in these salaries?

MR. OAK: This is base salary only. And then the next page we'll get into the incentive compensation.

VICE PRESIDENT JONES: Okay.

eight, which says the top right target cash versus market. So this would be salary plus target incentive. The little blue box, just as a note, for the Associate Investment Manager is there because there is not an established incentive range. So we looked at the market data and said rather than showing you nothing, we basically -- we put in a plug number of a 30 percent possible target. That has not been approved or recommended. That's just so you can have a comparison. So I just wanted to be clear again. So there is not currently incentive opportunity established for that new classification.

DEPUTY EXECUTIVE OFFICER HOFFNER: So maybe I'll weigh in there. So as part of that package that we presented and was approved by Calhr and SPB going back to 2013, that's the bridging class that we discussed. So that's a new classification and position within the

organization between the IO IIIs and the PMs, or now Similarly situated with the new terminology. So that piece does not have again that incentive comp that has been approved by the Board.

So we're just highlighting and identifying it today. Something to bring back in the future, but it is a new position that wasn't there. Two years ago, the Board made a decision not to make any decisions, given the package had not been approved by either control agency.

MR. OAK: So again the conclusion as we mentioned before, you see the CalPERS blue bars are generally below those gray bars on the right. The gray bars again represent the competitive market for that peer group of salary plus cash bonus paid. As indicated at the top of page, we did not include the value of long-term or deferred awards.

So you see here that's -- your Associate

Investment Manager at 30 percent, your Investment Manager

are a little bit closer to the market. And as you move up

the line, you generally fall farther away from the market

for your more senior positions.

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MR. OAK: Let's move on to the next page, which is the last page of the investment management peer group, this is just looking at maximum opportunities. So the

same analysis. The conclusion is essentially the same. The salary plus maximum incentive opportunity positions you at or below the 25th percentile virtually across the Board.

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MR. OAK: So before we move into the executive management positions, our assumption that we wanted to confirm is a correct one, is that the peer group that was reviewed and approved in 2013 is an okay peer group to move forward with for the investment management positions. As you've seen here, the ramifications or implications of that peer group are -- your salaries are median. And then on a pure total cash to total cash basis, you're below market.

But is there any feedback or questions or comments on the investment peer group or are we safe to move forward for August using that same peer group?

CHAIRPERSON BILBREY: Ms. Mathur.

VICE CHAIRPERSON MATHUR: Yes. Thank you. Sorry. I'm just getting back to the page. I fast-forwarded too much.

Okay. So back to the peer group description and I think it's on page six or -- in the iPad it's 19 of 37 oh. So just to clarify, I thought there was -- this doesn't include -- one of the

things we've talked about is whether we should be comparing our investment management talent to those at asset management arms of insurance companies. And I'm just -- could you just talk a little bit about whether you have expertise or insight into that and whether that could be appropriate here.

MR. OAK: So the peer group actually -- just to clarify, the peer group on page six is the -- VICE CHAIRPERSON MATHUR: That's just the

pension.

MR. OAK: -- it's the firm by firm of the pensions only. That we're able to disclose. The data, which commences on page seven through nine, does include investment management firms, the asset management subsections of banks, and the asset management arms of insurance companies, with assets under management of 150 to 350. So the data is inclusive of those organizations as you mentioned, but they're not listed odd page six.

VICE PRESIDENT MATHUR: Okay. So that's really helpful. So just to put a finer point on it. So the insurance company information that you've included is only the asset management arms of those?

MR. OAK: Exclusively asset management arm, so we wouldn't be looking at like the CEO of the entire insurance company. We'd be looking at the head of the

asset management business.

VICE CHAIRPERSON MATHUR: Perfect. Thank you.

CHAIRPERSON BILBREY: Thank you.

Mr. Gillihan.

COMMITTEE MEMBER GILLIHAN: Thank you, Mr. Chair.

So the distribution, as I understand it, is roughly 50/50 public versus private, when you factor in all the data sets?

MR. OAK: (Nods head.)

COMMITTEE MEMBER GILLIHAN: And is that a -- is that a fair sort of comparator group for a public institution like Calpers?

MR. OAK: So what -- two points. One is that the number of -- on a firm-weighted basis roughly equal. However, the private sector employees, more incumbents. So the data would actually be weighted more toward the private sector data, given there's going to be more data points there.

We think what's fair, our opinion if you asked it, what's fair is what's the market that you're competing for talent and recruiting from. So as you think about the big universe of investment management talents, that's overwhelmingly private sector. And your comparison groups is probably much more weighted to the public sector than the actual market represents. So we would say, because of

that, then generally we believe that would be fair.

COMMITTEE MEMBER GILLIHAN: Historically, has our incoming talent come primarily from the private sector or the public sector, or is it somehow balanced?

MR. OAK: We don't have that analysis with us, but I'm sure that we can work with staff to assemble that for you.

DEPUTY EXECUTIVE OFFICER HOFFNER: So, yeah, I mean, I think if you want to look at a period of time, I would say it's heavily weighted to the private sector in terms of those kinds of positions, particularly the PM and above. But we could provide a period of time, if that's helpful, to bring back in the September meeting.

COMMITTEE MEMBER GILLIHAN: I think it would be helpful, but I'm just one voice on the Board.

CHAIRPERSON BILBREY: Yes.

COMMITTEE MEMBER GILLIHAN: Thank you.

CHAIRPERSON BILBREY: We'll put that forward.

Mr. Slaton.

BOARD MEMBER SLATON: Thank you, Mr. Chair. I think that would be helpful. And the other piece of information is what's the -- because if you go to page five, the note at the bottom, where it says it doesn't include -- it adjusts for the DB plan, health, civil service protection, et cetera. My question is what's the

longevity? How long do, in these categories, particularly this middle category that we're talking about, how long do they stay at CalPERS? You know, are they five-year employees or are they 20-year employees?

DEPUTY EXECUTIVE OFFICER HOFFNER: Doug Hoffner, CalPERS staff. Let me clarify when you say the middle group. So which -- are those the classifications we're talking about?

BOARD MEMBER SLATON: If I look at the classifications, I'd say, you know, Investment Manager, Investment Director, to Managing Investment Director.

DEPUTY EXECUTIVE OFFICER HOFFNER: So that will depend. We can provide data related to particular asset classes. Some are going to be more senior to more tenured within the organization, and some are going to see, I think -- I don't want to say rapid turnover, but probably much between maybe, you know, two to five years kind of time frame, in terms of being within the organization. So I think you're going to see a real span of --

BOARD MEMBER SLATON: Right. And so where I'm going with that is this -- the issue of civil service protection and the issue of a DB plan. For someone who's here two to five years, you know, it doesn't translate necessary to value. And I think that's something that we ought to be thinking about and to work on, because if

we're offering something that has no value in the marketplace, you know, what are we really gaining, particularly in this category, in this particular group?

Thank you.

CHAIRPERSON BILBREY: Thank you.

Seeing no one else that wishes to speak, unless there's objection -- oh, Mr. Gillihan, I'm sorry.

COMMITTEE MEMBER GILLIHAN: Thank you, Mr. Chair.

So just to clarify, you do or you do not intend to factor in a total compensation look at these comparator groups?

MR. OAK: That's a question we have for the Committee on what you'd like to see in August. So what we would suggest is that we can assemble a list of here's possible things to consider that either quantitative or not quantifiable, like defined benefits, post-retirement, health, civil service, et cetera. And then we can summarize here's how -- here's the potential benefit of Calpers versus what may or may not be offered in the markets, and how, if at all, you should be making adjustments.

So that's said quickly, but I think that's a big decision point for the Committe to make, is that when you have market data, should you be trying to be at median, or above or below, should you be making adjustments? And

it's not a simple yes or no answer without full consideration of we have a defined benefit value that for long-tenured employees is substantial, but for new employees, the benefit has been cut. And then potentially, as Mr. Slaton has mentioned, if people view their career here as not long term, then that value doesn't have a substantial benefit.

So we think that it's a great question to ask.

And we're -- we would like to work with you to help assemble how you should be reflecting all of those things when comparing to the market data. But I think that -- I don't know if it's discussion by the Committee or feedback back from the Committee of here are the things that we think we should be looking at, that we might think have value. We can do our best to quantify those and put a number to it, recognizing that for each individual employee, that benefit is going to be different.

COMMITTEE MEMBER GILLIHAN: So from my perspective, as the State employer of State employee, and this organization being a State agency, we've moved to a policy of total comp surveys, is we do salary surveys of our various labor groups compared both to the private sector, local government in California and federal government, which are our primary sort of groups that we compete for talent with.

And as Mr. Slaton said, some people probably are here for a minute in the relative big picture, and others are here as current employees, as I think I heard Mr. Hoffner say. And so I would like us to find a way to somehow quantify the value for the long-term employees, even if it's a separate data set that we can kind of add together. You know, because I see the value in sort of a clean comparison. But if you look at a career State employee, there's tremendous value in our benefit packages, both on the retirement and retiree health care side. And I feel like we should get credit for that in some measure as we compare our packages to our peer group.

Thank you.

DEPUTY EXECUTIVE OFFICER HOFFNER: So if I can comment to that. Maybe we'll look at bringing some material back that would provide some ranges to hit all your points. So someone has been here zero to five, not vested, 6 to 10, 10 to whatever, some specific material based upon the types of positions, and see what that might bear out in terms of dollars and cents and how that gets compared and presented with the material that McLagan will bring back to you. And I think that would provide maybe some fruitful information in terms of what does that bear out, because frankly it's very Individual based. But again, that would give you some parameters for types of

employees that meet those specific sort of tenure within the organization or not.

CHAIRPERSON BILBREY: I think that would be very help.

Ms. Mathur.

VICE CHAIRPERSON MATHUR: Thank you. I agree that that's important information to have. I think one of the pieces that I think would also be helpful is to know by category of employee what the average tenure is of their career at Calpers, because I believe -- my understanding is that we have quite long-tenured folks, as a general rule. Not everybody stays forever, and you probably don't want everybody -- you want some healthy level of turnover, in any case.

But it would be helpful, sort of appreciating to what degree we should be considering these other parts of total compensation in weighing that against the total -- the salary only information.

Thank you.

CHAIRPERSON BILBREY: Thank you.

Mr. Lind.

COMMITTEE MEMBER LIND: Thank you.

I agree with I think is the consensus of the group that we need to look at the total comp package, and all these things, even though some of them are very

difficult to quantify, because at the end of the process, once we go through all the comparator groups, and then we get to some more decision-making stuff, we always talk about these other things, the value of, you know, the defined benefit plan, or the value of living in Sacramento, whatever it is.

So I think as much as we have to look at -- or the more we have to look at, the better we're going to be able to do our job.

CHAIRPERSON BILBREY: All right. So I think the consensus of the group is we do like want to look at total package, but also break it down, as Mr. Hoffner has mentioned, about terms of service to the organization. So did that -- has that helped you in clarifying it?

MR. OAK: Yeah.

CHAIRPERSON BILBREY: Okay. Very Good. Moving on. Oh, wait, one more.

Mr. Boyken.

ACTING COMMITTEE MEMBER BOYKEN: So did you need direction today though on the comparator group whether to keep that?

MR. OAK: Unless -- we'd assume move forward with it, unless there are feedback for -- or questions on changes.

ACTING COMMITTEE MEMBER BOYKEN: I just remember

this Committee a couple years ago spent a lot of time on that. I have no -- just chiming in, I have no desire to make changes to that.

CHAIRPERSON BILBREY: Thank you, Mr. Boyken. I didn't hear any question about the comparator groups, so I thought we could move on with that.

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MR. OAK: Great.

So moving on to the executive management group, page 11 mentions a couple areas of specifically the policy document that we view as vague. And these are -- again, we reviewed these in 2013 so these aren't new. It's just you made adjustments to the Investment Management group to clarify these things, but some of these items still remain vague for the executive group.

So things like looking at -- and the policy is on page 12 and 13 that we're referring to, but it doesn't -- it mentions U.S. and non-U.S., but doesn't mention which specific non-U.S. organizations you like to compare to. So, you know, is that geographically North America or do you also care what pension funds in Indonesia are paying? You know, there was nothing within the policy that specified within reason what that geography should be.

It also didn't specify like which types of banks or insurance companies or why not asset management firms,

et cetera. So again, these were all -- some of the similar challenges we faced with the investment management peer group a couple years ago that remained sort of in place for the executive management peer group.

So moving on, what we'd like to do is just skip a couple slides, unless you have specific questions on that, is that --

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MR. OAK: -- start talking about potential peer groups for the executive group. So on page 14, which says possible executive management peer groups for discussion, we'd recognize that CalPERS is a large and complex organization, and that there's not -- there's not even a small handful of other peer comparisons that we can say are equivalent enough to say this position is the exact same at these other organizations with the same scope of responsibility.

So we'd just like to acknowledge the fact that we realize that CalPERS has pension administration for 3,000 employees, health purchasing for over a million and a half -- close to a million and a half, being the second largest public purchaser only to the federal government, customer service for close to two million asset liability funding, et cetera.

So -- One of the questions earlier is where are

we hiring from recruiting to, so sd understand it that you have a mix of executives coming from private sector, and a mix coming from other public groups. And then also equally important, any decision that you make about pay, especially for this group, is going to be in a fish bowl and subject to scrutiny. So we recognize all these things.

With that, what we recommend is to include, just jumping to our recommendation or possible comparisons, is the same institutional investor list as before, so the same U.S. Canadian pension plans. We would exclude the corporate pension plans, because again, those are investment management only groups. They wouldn't have your executive. So we could say they're included, but realistically they wouldn't have those positions.

So it would only the U.S. and Canadian pension plans. And also, focusing on banks and insurance company arm -- asset management arms of insurance companies, broadening that range, so we get a broader sample of 100 to 500 billion, recognizing that these organizations will be more complex structures. They'll have call center customer service, et cetera, hire staffing levels. So if we go to page 15 just quickly, and there's a footnote.

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MR. OAK: At the bottom, I'd just like to address

in case it -- we intentionally did not recommend including advisory firms that are included for the investment management peer group. And the purpose behind that -- although those organizations are large and complex, and have -- many of them have large customer service, et cetera, it's unrealistic that CalPERS is going to be able to meet those pay levels, you'll be so far from it, that it would be -- we would be doing you a disservice to include that in the pay level data.

So I just wanted to clarify that the advisory firms for the executive peer group, you can look at the proxy statement of those organizations, and, you know, you're not going to be matching the CEO pay of those groups.

So as we look at page 15, there's three levels of government organizations that we potentially recommend, including those are leading U.S. public funds that we've already looked at, the leading Canadian plans. This last group is a new idea that we haven't talked about yet, but we it's important, and that's other California based agencies that might have -- and maybe its role by role, you don't include the same agencies for the CEO as you do for the actuary, but looking at other California-based agencies, that might have comparable CFOs or comparable actuaries that if the State already has that and it's

local, and nearby, in similar complexity, et cetera, we should include that. And as an example for the CFO, I think we included a couple as we get to that.

So what we did is that assuming that this would be -- assuming that you would want to know what are the implications of looking at a group like this, we assembled some market data for the CEO, General Counsel, CFO, Chief Actuary. And we can go through that, first, or if you have questions and feedback now, it's really up to you on whether -- if you have major objections to the peer group, there's no sense in spending time looking at the pay levels. If you think this is generally reasonable, but let's look at the pay levels before we discuss it, we can go that approach.

CHAIRPERSON BILBREY: So a quick question on slide 15. On select California based agencies, would that be health agencies by chance?

MR. OAK: So we'll probably work with staff and you to clarify what some of those are. We've included a couple on the CFO page on 18 just quickly just as an example. We included the CFO of the Compensation

Insurance Fund and High-Speed Rail Authority. So it's seemed like to us that those were comparable in terms of complexity and size.

But again, we acknowledge that we need to do more

research to have here are the specific -- for each of -- if that's -- if you would like to include those types of organizations, we'd come back to you with a summary of for the CEO, we think these are applicable, and here's the scope and scale and why. And for the CFO, these are the agencies, et cetera.

CHAIRPERSON BILBREY: And would you -- our sister fund, CalSTRS, would that be included in this?

MR. OAK: CalSTRS is by default included as a pension fund.

CHAIRPERSON BILBREY: I wanted to make sure.

Ms. Mathur.

VICE CHAIRPERSON MATHUR: Thank you. So, you know, Calpers has several sort of lines of business so to speak. That makes us, I think, more complex than your average bank, for example. Not that banks aren't complex, but we have -- we're -- we have a health function. We have obviously the investment management function. We have a huge customer service function. We have the actuarial piece around the pension benefits.

And so I'm wondering, you have insurance companies here. I'm thinking -- and I think insurance does align really well, particularly to the pension piece, because it's long-term risks, et cetera, but what about health insurance companies?

MR. OAK: So similar to what we said about advisory firms, our guidance would be that philosophically it makes sense that the size and complexity and business lines, et cetera, are aligned, but as you -- and you can -- there's public, you know, disclosed pay for some of these publicly traded health insurance companies, that the pay levels -- like if you look at the CEO page on 16, that the pay levels for those organizations will be higher than what's already shown.

And again, as we mentioned about the advisory firms, we think it would be unrealistic and inappropriate to include such high pay in that comparator group. So we philosophically agree that they're well aligned with size, scope, and structure, but I think the pay levels are unachievable for a public entity.

VICE CHAIRPERSON MATHUR: That's a good point. The other thing I wanted to mention is that obviously we have our sister fund across the street -- or across the river. And, you know, they manage a similarly sized investment fund, but they don't have some of the other lines that we have.

And while I don't think we should exclusively look at CalSTRS, I do think we should perhaps disproportionately weight CalSTRS, because there should be some parity -- we should look at least at whether there

some be some parity between the two funds between the compensation of the executives there.

MR. OAK: Sure. So for August, we can present here's the CalSTRS versus CalPERS comparisons for comparable jobs.

CHAIRPERSON BILBREY: That would be helpful.
Mr. Slaton.

BOARD MEMBER SLATON: Thank you, Mr. Chair. On this issue of California based agencies being included, I like the concept of it. I question High-Speed Rail Authority as being one, just because, you know, there are aspects of it that are not operational yet. And so, you know, I kind of wonder why that one would be in there.

But I'm also -- are you going to look at potential local government agencies across California that have similar complexity. So, for example, Los Angeles, for example, has, you know, an awful lot of functions they have to do.

MR. OAK: So we would welcome and encourage your -- the Committee's feedback on that. Again, you're going to have more of an expertise in this specific peer group than we will. We're happy to -- we're happy to do research and come back and present and work with staff to say here's the recommended California based agencies, whether they're local or statewide. To us, they're

indifferent as long as philosophically we're aligning to size, complexity, and scope of the job. We would have no issue with including local agencies, if -- and we would think that would be a good idea to include local agencies, to the extent that the complexity and size is similar.

BOARD MEMBER SLATON: Exactly. Yeah, so I would recommend that we consider local agencies as well.

Thank you.

CHAIRPERSON BILBREY: Okay. Mr. Costigan.

COMMITTEE MEMBER COSTIGAN: Thank you, Mr. Chair.

Actually, my questions were very similar -- or comments very similar to Mr. Slaton's. I am curious as to what the criteria. I mean high-speed rail is a single project that's going to be around for multiple years. Not a lot of staff. Fairly small in the grand scheme of things in the dollar amount. I'm not quite -- let me put it. I struggle with how you look at a contemporary.

I mean, University of California. Much smaller fund, CIO makes three times what ours does. Okay. I'm not seeing them as a peer group. You look at the Agency Secretary for transportation, 35,000 employees; DMV, very complex organization; CHP, a law enforcement organization. Okay. Caltrans, thousands of employees deploying billions of dollars of capital. Why do you undervalue an Agency Sector or Deputy Secretary, or not see them as peer?

I really do struggle with this, similar to what Mr. Slaton says, you look at the complexities of LADWP, Los Angeles, BART, and others. And yet, you've created --- I think part of it is, you know, why did you pick High--- Speed Rail? What is so complex about them that you see them as a peer?

MR. OAK: So these two specific groups for the CFO were recommended by staff, and we were able to pull in that data. And we just wanted to basically say this is a -- the feedback we wanted to get is on the idea of select California based agencies. So we --

COMMITTEE MEMBER COSTIGAN: So what is the -- what is the critieria that you're --

MR. OAK: That's the questions we have for you is what is the critieria for a peer group that we could use?

COMMITTEE MEMBER COSTIGAN: I appreciate that.

But as our consultant on this, okay, who lists other organizations, other states, other -- what is the criteria you recommend?

MR. OAK: So if you go back to page 14, these are the highlights of the size, complexity, and major focuses of Calpers. And it may be unlikely that while -- you mentioned there's lots of -- there's other public agencies that are large, complex, and lots of employees, lots of subagencies, lots of dollars, et cetera. The specific

roles and responsibilities and functions are going to be different.

So while we're looking at pension administration for 3,000 employees, which is a very specific skill set that the banks and insurance companies, et cetera, will have that similar complexity, and the other public agencies likely not. Health benefit purchasing again, you're not going to have that in the other public agencies, customer service, et cetera.

So as we think about the specific roles, which I think is maybe the way that we would think about it, so the -- again, the answer that we would come to, and hopefully the answer that -- or the feedback that you'd have is that government agencies for the CFO or the General Counsel and the Chief Actuary might be different from one another, because obviously the -- you might have a comparable CEO function of a large complex organization, but they're not going to have the actuarial function or if they do, it might be much smaller.

COMMITTEE MEMBER COSTIGAN: Well and I -- and I understand that this is rabbit hole, because you have general counsels at other agencies and departments that have very complex, you have actuarials at other agencies, Health Care Services, State Fund and others that vary. This is why it's very difficult to do.

The same thing is, as Mr. Gillihan raised, one thing I would be curious is when you -- and Mr. Hoffner and I spoke about this last week -- you look at the other public sector pension funds on there, what's their DB? You need to take a holistic approach to what it looks like. I don't know what any Michigan employee is entitled to. I don't know what that Michigan employee or that Georgia employee is entitled to from a vesting standpoint, and what's the value of that.

And I don't think you can discount that, because I think there are people that are in public service that are different than being in the private sector. I think there are opportunities that you don't capture here, the opportunity cost. You get a little bit of a -- the Calpers prestige without really recognizing the value or how do you quantify that value. And if it can't be quantified, that's an appropriate answer.

But I think those are things that you've got to look at. And just to have this 3,000 employees, X number of dollars, we're never going to compete with the private sector.

So anyway. But Mr. Slaton, I thought your comments, particularly on the local government, are spot on, because that is also a significant problem that the State has, and that local governments are able to pay

their employees more than we are to pay our State employees.

Thank you.

CHAIRPERSON BILBREY: Mr. Hoffner.

DEPUTY EXECUTIVE OFFICER HOFFNER: Yeah, if I can just comment to Mr. Costigan's first part of the question. I mean, I think we also recognize that generally having worked in this field for some time that those positions you mentioned, the Secretary of a department that's got 35,000 employees, they're not necessarily being paid at market either, and we know that. They're being statutorily, you know, restricted based upon a whole other strata of information.

I think what we were looking for is other comparable, large, complex, a SCIF, a Covered California, and some other entities that have more flexibility, as this Board does, in terms of the ability to recruit, and incent compensation, which is a specific statutory authority that you have. And that makes you unique compared to some of the others.

So I think there's a combination of those things, and we can't discount the complexity of some of those others, but also know, you know, a Secretary makes \$182,000 running that department. And that's not going to change any time soon probably. And so it doesn't mean

that's reflective over their overall value, or what the market would bear should they go to the private success or maybe even local government, but I think it's trying to do a comparison of those things. And so with that, I'm trying to get the feedback that you're looking for in terms of what that base would look like, but understand that there's other opportunities, maybe some other boards and entities that have more flexibility like we do in setting those based on market or comparable market data.

CHAIRPERSON BILBREY: Ms. Hollinger.

BOARD MEMBER HOLLINGER: Thank you.

I'm particularly concerned with gender pay equity. So how do you suggest that we address that concern through this process?

MR. OAK: We don't have male versus female in the marketplace. So if we're looking at, for example, the Chief Actuary, we're agnostic to what the gender is and what we're looking at. So if you come to the conclusion that for some reason your males versus females are paid higher or lower than -- versus what the market is --

BOARD MEMBER HOLLINGER: But I wouldn't know that unless I see it. But typically are we comparable, for example, in our pay to the CEO in CalSTRS who's a man?

MR. OAK: Your pay is less than that, but I don't know what the -- I'm sure that -- I can't speak to whether

or not gender is a factor into that.

BOARD MEMBER HOLLINGER: Okay. Well, I'd like to see something to see if we see that there's a disparity there. Thank you.

DEPUTY EXECUTIVE OFFICER HOFFNER: So I think that could be part of the discussion and bring back material. CalSTRS has a more recently updated incentive comp policy than we do, particularly in these executive management positions, outside of the Investment Office. So as publicly available information, we can, I'm sure, provide that at the next meeting. What do those things look like? Again, we haven't done this salary survey in five years. I think they did theirs 12 to 18 months ago, so factor those things in as well to the overall discussion.

BOARD MEMBER HOLLINGER: Thank you.

CHAIRPERSON BILBREY: Mr. Slaton.

BOARD MEMBER SLATON: Yeah. Doug, building on your point about looking for agencies where there's flexibility, as we have flexibility, to see a little more of market conditions as it relates to the public sector. I would encourage the Committee to look at things like California utilities, as Richard mentioned, so LADWP, BART, SMUD, East Bay MUD all compete against the private sector and have the flexibility to have -- adjust their

compensation in similar fashions that we have.

If you go broader than -- I don't know if you're talking about going outside of California to look, because we do recruit from outside California, and there's an organization called LPPC, Large Public Power Agency, that is made up of the larges public power agencies in the United States. And they have information that's available as well. So I'd encourage the Committee to broaden that horizon.

Thank you.

CHAIRPERSON BILBREY: Mr. Feckner, did you want to speak?

PRESIDENT FECKNER: No.

CHAIRPERSON BILBREY: Okay. So I'm not sure you got clear direction.

MR. OAK: So what -- just to summarize what we've heard is that the U.S. and Canadian public plans, it doesn't seem like there's any objections to including those. You would like a specific comparison of CalPERS versus CalSTRS. The banks and insurance companies seems like you would like to see that data. Although, how you factor that in will be a deciding factor in the future. And that what you would like is a clarification on for the California based agencies what's the criteria for including or excluding an organization, are they the

organizations that do have authority to set pay, because they are completing with private sector, et cetera, and therefore their market conditions will be more similar to Calpers.

So we'll come back to you with here's the criteria, and then based of that criteria, the organizations that fit the bill. That seems to be the feedback. If we missed anything, please --

CHAIRPERSON BILBREY: Including large local agencies.

MR. OAK: Yes.

CHAIRPERSON BILBREY: Ms. Mathur.

VICE CHAIRPERSON MATHUR: Yeah. I think you've hit the nail very well on the head for California based agencies. One other factor though is whether they're governed by boards. I think that would be -- that's an important component. And so I'll just add that.

CHAIRPERSON BILBREY: Thank you. That's a good addition.

MR. OAK: Okay.

CHAIRPERSON BILBREY: All right. Seeing no one else wishing to speak, we can move forward.

MR. OAK: So that's it from us, unless you wanted to talk about the pay levels that were here, but these were preliminary and they will obviously change with the

peer groups. So thanks so much for your time.

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CHAIRPERSON BILBREY: Thank you. Seeing no other requests to speak. We'll move on.

Next, Item 6, the Primary Executive Compensation Consultant Request for Proposal.

DEPUTY EXECUTIVE OFFICER HOFFNER: Thank you, Mr. Chair. Doug Hoffner, Calpers staff.

I'm going to bring up Tina Campbell, our new head of Human Resources. So while she's been with us for a few months, and you saw her at the off-site in July, this is her first Performance, Comp and Talent Management Committee and presentation. So I wanted to welcome Tina to the dais today.

CHAIRPERSON BILBREY: Welcome, Tina.

DEPUTY EXECUTIVE OFFICER HOFFNER: And she'll walk through this agenda item.

HUMAN RESOURCES DIVISION CHIEF CAMPBELL: Okay. Good morning, members of the Committee. Tina Campbell, CalPERS staff. Item 6 is an action item. In response to the Committee direction, staff is seeking formal approval to initiate a competitive selection process to engage a consultant to be the Board's primary executive compensation consultant.

The primary consultant will provide ongoing expertise to the Committee and Board, including

consultation and compensation, program structure, as well as program and policy administration. The detailed proposed scope of services has been provided for your review in Attachment 1.

Based on the consultation with the Committee
Chair, the proposed -- the proposed RFP competitive
selection process would include a subcommittee of the
Performance, Compensation and Talent Management Committee
to conduct, in a noticed open session meeting, the review,
evaluation, scoring of the RFP responses. The
subcommittee would also conduct finalist interviews and
recommend final selection of the primary executive
compensation consultant to the Board of Administration.

Staff recommends the Committee approve the issuance of the primary executive compensation consultant Request for Proposal, proposed scope of services, and selection process.

This concludes my presentation, and I welcome any questions. Thank you.

CHAIRPERSON BILBREY: This is an action item.

COMMITTEE MEMBER COSTIGAN: I'll move it.

VICE CHAIRPERSON MATHUR: Second.

CHAIRPERSON BILBREY: Moved by Costigan, seconded by Mathur.

Any discussion on the motion?

			44
1		Seeing none.	
2		All those in favor say aye?	
3		(Ayes.)	
4		CHAIRPERSON BILBREY: Opposed?	
5		Motion carries. Thank you.	
6		And now we're at public comment. I have no	
7	requests	to speak, so this Committee meeting is adjourned	1.
8		(Thereupon the California Public Employees'	
9		Retirement System, Board of Administration,	
10		Performance, Compensation, & Talent Management	
11		Committee meeting adjourned at 9:18 a.m.)	
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## CERTIFICATE OF REPORTER

I, JAMES F. PETERS, a Certified Shorthand
Reporter of the State of California, do hereby certify:

That I am a disinterested person herein; that the foregoing California Public Employees' Retirement System,

Board of Administration, Performance, Compensation &

Talent Management Committee meeting was reported in shorthand by me, James F. Peters, a Certified Shorthand

Reporter of the State of California;

That the said proceedings was taken before me, in shorthand writing, and was thereafter transcribed, under my direction, by computer-assisted transcription.

I further certify that I am not of counsel or attorney for any of the parties to said meeting nor in any way interested in the outcome of said meeting.

IN WITNESS WHEREOF, I have hereunto set my hand this 24th day of August, 2015.

James & College

JAMES F. PETERS, CSR
Certified Shorthand Reporter
License No. 10063