



TRF projects have created or conserved over 3.4 million MWh of energy – enough to power over 362,000 homes for a year.

Capturing the sun: TRF-financed solar installations at Pennsylvania Governor's residence in Harrisburg, PA.

The Reinvestment Fund (TRF) is committed to building a clean and sustainable energy future for our region. Since 1993, we have helped our customers make sound energy decisions regarding their capital expenditures by offering technical services and innovative financial products. At a time when energy costs are rising and energy burdens are increasing, our customers know that sustainable energy financing is more critical than ever.

TRF provides a variety of financial products and services for customers to implement energy conservation and efficiency measures and the use of renewable energy and other advanced clean energy technologies. These resources are available in Pennsylvania, New Jersey, Delaware, Maryland and the District of Columbia.

By producing savings year after year, energy efficiency improvements are frequently the most beneficial and profitable investment a customer can make. Energy improvements also have been shown to increase the market value of the property. And equally important, by reducing energy consumption and promoting the use of renewable energy such as wind and solar, TRF has helped reduce the adverse health and environmental effects that result from the generation of electricity from conventional fuel sources.

Our Approach

TRF offers a range of flexible financial products designed to help businesses, nonprofit organizations, and housing developers implement energy conservation and efficiency improvements and to support businesses that develop, manufacture, install or service energy conservation and efficiency technologies, renewable energy systems and advanced clean energy technologies.

Financial Products

TRF's financial products include:

- predevelopment loans;
- construction financing (for both new construction and rehab);
- permanent and term loans;
- equipment loans and leases;
- energy conservation lease financing and energy performance contract financing;
- subordinated debt.

Anyone making decisions involving real estate - whether to purchase, develop, expand or lease - should talk to TRF Energy first.

In 2010, TRF was selected to manage and administer two energy loan funds, designed to promote energy efficiency and renewable energy, get Pennsylvanians back to work and leverage private investment. Both funds are partly funded through the American Recovery and Reinvestment Act of 2009, with TRF providing the matching capital. The first is the Pennsylvania Green Energy Loan Fund, which was created with \$12 million in funding from the Pennsylvania Department of Environmental Protection. TRF is using those funds to leverage an additional \$36 million from private and other public sources. With these funds, TRF will provide loans and lease financing for quality, cost-effective energy efficiency and renewable energy projects. Borrowers will include commercial, non-profit, government, multifamily residential and industrial entities throughout Pennsylvania. The second is the EnergyWorks Loan Fund, created with funding from the City of Philadelphia. TRF is co-managing the \$9 million fund with the Philadelphia Industrial Development Corporation. The fund offers construction loans, term loans, and lease financing to support energy-efficient building retrofits, energy-efficient building practices in new construction projects, and energy-efficient machinery and equipment.

Gusts of Wind: TRF-financed Bear Creek Wind farm in Pennsylvania uses wind to cleanly produce 71,173 mega-watt hours of electricity per year - enough to power 8,900 households annually.



*TRF Impact:
Over 3.4 million
megawatt-hours
of wind energy
generated at 7 wind
farms.*

Technical Services

TRF helps clients implement successful energy saving projects by increasing management's and staff's awareness and understanding of energy issues and by providing objective and accurate technical expertise and management assistance.

TRF's technical services include:

- review and analysis of energy bills;
- site-specific energy surveys of buildings that identify opportunities to save energy dollars;
- design assistance for new construction, additions and major renovations;
- technical information (advice, product information and review of contractor's energy proposals and bids);
- project management assistance (including referral to qualified vendors and contractors and help with bids and contracts);
- follow-up services (including staff training and monitoring of project savings).

The source of TRF Energy's capital is The Pew Charitable Trusts and the Pennsylvania ratepayers.

Our Customers

The three customers described below represent different aspects of TRF's energy lending work.

HOMWOOD SUITES

NMTC for Energy-Efficiency Measures

TRF is providing \$18 million in New Markets Tax Credits (NMTC) to support construction of a 10-story, 136-suite extended stay hotel project in West Philadelphia known as Homewood Suites. In addition, TRF is administering a \$1.6 million energy loan for the project as a result of its proposed energy-efficient measures. The building will consume 26.4% less energy than if otherwise built to code, and the building's green roof will allow it to store rainwater. Homewood's energy measures include air sealing and insulation, energy-efficient windows, a high-performance water-loop heat pump HVAC system, digital energy controls, energy-efficient lighting, a green roof and low-flow plumbing fixtures. The energy financing was made possible through the Pennsylvania Green Energy Loan Fund and EnergyWorks programs. The hotel expects to realize \$24,500 in energy efficiency savings each year.

ASPIRA

High-Performance Energy Measures in New Construction or Renovation

Aspira was founded in 1969 by a group of concerned leaders who believed that the most effective way to build the Puerto Rican community is to educate the youth and develop their leadership and intellectual potential. Aspira works primarily in eastern North Philadelphia.

Aspira operates the Antonia Pantoja Community Charter School, a 700-student school which moved to a new facility at 4101 North American



Home Sweet Home: In partnerships with the Pennsylvania Green Energy Loan Fund (GELF) and the EnergyWorks program, TRF financed an energy loan for construction of Homewood Suites. The project will consume 26.4% less energy than the standard.

Street. The 64,253 square foot facility was renovated in September 2008. The new school contains 35 general classrooms, specialized rooms for science, art, reading and computer lab and a library with an attached multi-purpose seminar space.

Out of a TRF construction loan of \$2 million, \$1 million was for high-performance energy measures (roofing, insulation, lighting, air conditioning, windows and water heaters) that met TRF's energy standards and qualified for financing at a lower interest rate.

THOMAS JEFFERSON UNIVERSITY HOSPITAL Energy Lease Financing

Thomas Jefferson University Hospital (TJUH) is a Philadelphia-based independent not-for-profit integrated healthcare organization that provides health care services for residents of the Greater Philadelphia region. TRF financed an \$890,000 eight-year lease for a package of energy efficiency measures that were designed and

TRF Impact:
Over 4,716
megawatt-hours
of solar generation
at 224 solar
installations.

installed by Cogenix Corporation. TJUH's energy efficiency project is structured as an Energy Performance Contract Agreement between the TJUH and Cogenix--- with TRF providing the third-party lease financing. This project reduces TJUH's annual energy usage by 797 megawatt-hours per year, or between \$192,000 and \$222,000 per year. Energy measures that were installed include energy-efficient lamps, ballasts and reflectors, night lighting, compact fluorescent or halogen lamp replacement of incandescent lamps, LED exit signs and laundry exhaust fan modifications.

Our Products

	Predevelopment Loans	Construction/ Renovation Loans	Permanent/ Term Loans	Lease Financing
Purpose	Pays for early stage expenses to determine energy project feasibility.	Pays for energy-related project costs during construction period.	Take-out financing for energy-related construction loans. Equipment financing.	Energy conservation and clean energy equipment lease financing.
Uses	Energy audits and design fees, feasibility studies, energy modeling.	Bridges all or part payment of permanent sources of funding/ financing including sales proceeds.	Repayment of energy-related construction advances. Term financing for energy-efficient equipment, green building measures.	Lease financing for energy-efficient equipment, green building and energy conservation measures.
Maximum Term	Up to 24 months.	Up to 24 months.	Up to 15 years; up to 25 year amortization.	Up to 10 years, with option to extend for an additional 24 months.
Amount	Up to \$150,000.	No minimum. TRF can support financing needs of up to \$10 million per project.		
Interest Rate	0%-10% Fixed.	Varies according to specific projects and borrower circumstances.		
Collateral	Can be unsecured. When available, collateral may be requested.	Mortgage or leasehold mortgage when applicable, secured lien position on financed assets Other collateral to be evaluated on a case-by-case basis.		

To learn more about how TRF can help you reduce your energy costs, please contact Roger Clark, TRF Energy Group at 215.574.5814 or roger.clark@trfund.com

THE REINVESTMENT FUND
Capital at the point of impact.

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ABOUT TRF

The Reinvestment Fund (TRF), a national leader in the financing of neighborhood revitalization, has invested \$1 billion in Mid-Atlantic communities since 1985. A CDFI, TRF finances housing, community facilities, supermarkets, commercial real estate and energy efficiency projects. It also provides public policy expertise by helping clients create actionable solutions and by sharing data and analysis via www.PolicyMap.com.