

### About TRF

Combining expert knowledge with innovation and determination, TRF identifies the point of impact where capital can deliver its greatest financial and social return. TRF's investments in homes, schools, and businesses across the Mid-Atlantic, reclaim and transform neighborhoods— driving economic growth and improving lives.

### Outcomes Data

		FY 10	FY 09	FY 08	Inception Thru FY 10
<b>Housing units created, renovated, or preserved:</b>					
Homeownership		0	405	802	7,025
Rental		18	852	989	11,505
<b>Total</b>		<b>18</b>	<b>1,257</b>	<b>1,791</b>	<b>18,530</b>
<b>Direct job creation/retention</b>					
Full-Time (FT)	Created	146	168	398	4,109
	Retained	0	29	384	5,562
	<b>Total FT</b>	<b>146</b>	<b>197</b>	<b>782</b>	<b>9,671</b>
Part-Time (PT)	Created	42	167	524	844
	Retained	0	44	114	329
	<b>Total PT</b>	<b>42</b>	<b>211</b>	<b>638</b>	<b>1,173</b>
Full-Time Equivalent (FTE) <sup>1</sup>	Created	167	252	699	4,531
	Retained	0	51	441.0	5,727
	<b>Total FTE</b>	<b>167</b>	<b>302.5</b>	<b>1,140</b>	<b>10,257.5</b>
Construction jobs <sup>2</sup>		328	3,367	5,635	33,048
<b>Total Direct: FT+Construction</b>		<b>474</b>	<b>3,564</b>	<b>6,417</b>	<b>42,719</b>
<b>Total Direct: FTE+Construction</b>		<b>495</b>	<b>3,670</b>	<b>6,775</b>	<b>43,306</b>
<b>Indirect and induced job creation<sup>3</sup></b>					
Total		128	244.5	718	1,301
<b>Real estate tenant jobs</b>					
Tenants at real estate financed <sup>4</sup>		3	22	238	460
Tenant FTE jobs at real estate financed <sup>5</sup>		50	260	479	1,970
<b>Square footage of commercial space</b>					
Created, renovated, or preserved		94,512	796,033	1,248,992	7,836,259
<b>Education/Child Care</b>					
Charter School seats created or preserved		1,323	3,532	4,590	28,770
Child Care seats created or preserved		70	101	172	9,795

<sup>1</sup> FTE is calculated as FT + 0.5\*PT. The FTE total should *not* be summed with the FT and/or PT totals since they are already included in the FTE calculation. FTE is simply a different method of quantifying jobs.

<sup>2</sup> Construction jobs are calculated by dividing total construction costs by \$50,000, based on BEA RIMS employment multipliers for the Philadelphia MSA.

<sup>3</sup> Indirect and induced jobs are calculated using BEA RIMS employment multipliers. Direct jobs are those within the entity being financed, while indirect jobs are those supported by said entity's operations (e.g. suppliers in related industries) and induced jobs are those supported by the household expenditures of aforementioned direct and indirect employees

<sup>4</sup> Represents the number of entities (e.g. businesses, facilities, organizations, etc.) located within a real estate development financed by TRF.

<sup>5</sup> Represents the number of employees working for entities leasing space from a real estate development financed by TRF.

## Outcomes Data Continued

	FY 10	FY 09	FY 08	Inception Thru FY 10
<b>Business Loans and Investments</b>				
Minority / Minority & Women Owned	1	2	4	60
Women Owned	0	0	1	22
Other Businesses	14	58	78	438
<b>Total</b>	15	60	83	520

### Energy

Annual MWh conserved	1,122	4,487	4,487	25,123
Annual MWh created	82,703	616,399	549,877	2,559,212
<b>Total</b>	83,825	620,886	554,364	2,584,335

### Capital Under Management (millions of dollars)

\$574.9
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### Number of Debt/Equity Investors

	TRF	CLI	SDF	CCAP	NMTC	Development Partners	Ventures	UGP	UMC Benefit Board, Inc.
Civic/Corporate Organizations	52		1		2	7	2	3	
Individuals	599						13	10	
Financial Institutions	42	13		12	4	5	6	11	
Foundations	25					7	4	14	
Government	2					3			
Religious Institutions	94					6	2		1
Other	0								
<b>Total</b>	814	13	1	12	6	28	27	38	1

### Financial Transactions

#### Loans, Investments, and Grants

	Number				Amount (millions)			
	FY 10	FY 09	FY 08	Inception Thru FY 10	FY 10	FY 09	FY 08	Inception Thru FY 10
Housing	0	38	76	1330	\$0.0	\$17.6	\$54.3	\$390.2
Community Facilities	8	24	26	379	3.2	20.2	35.7	198.7
Commercial Real Estate	8	18	20	80	5.3	23.7	17.4	61.4
Small Business	0	0	1	154	0.0	0.0	0.1	21.4
Energy	0	7	10	40	0.0	2.1	4.7	21.6
NMTC	6	6	10	38	17.5	15.2	50.9	143.1
Private Equity	0	6	10	78	0.0	0.6	0.9	30.1
<b>Total Loans and Investments</b>	<b>22</b>	<b>99</b>	<b>153</b>	<b>2099</b>	<b>\$26.0</b>	<b>\$79.4</b>	<b>\$163.9</b>	<b>\$866.4</b>
Grants	1	24	36	387	\$0.3	\$3.3	\$1.9	\$26.4
<b>Total Loans, Investments, and Grants</b>	<b>23</b>	<b>123</b>	<b>189</b>	<b>2486</b>	<b>\$26.3</b>	<b>\$82.7</b>	<b>\$165.9</b>	<b>\$892.8</b>