

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 08 | FY 07 | FY 06 | Inception Thru FY 08 |
|--|-------|-------|-------|-------------------------|
| Housing units created, renovated, or preserved: | | | | |
| Homeownership | 492 | 467 | 1,030 | 6,310 |
| Rental | 445 | 1,240 | 1,380 | 10,091 |
| Total | 937 | 1,707 | 2,410 | 16,401 |

Job creation/retention

| | | | | |
|------------------------------|-------|-------|-------|--------|
| Direct | | | | |
| Created | 164 | 170 | 71 | 3,561 |
| Retained | 119 | 163 | 80 | 5,268 |
| Total | 283 | 333 | 151 | 8,829 |
| Indirect Construction | 3,053 | 4,363 | 1,333 | 26,771 |
| Total | 3,336 | 4,696 | 1,484 | 35,600 |

Square footage of commercial space

| | | | | |
|----------------------------------|---------|---------|---------|-----------|
| Created, renovated, or preserved | 737,809 | 806,320 | 634,560 | 6,434,531 |
|----------------------------------|---------|---------|---------|-----------|

Education/Child Care

| | | | | |
|---|-------|-------|-------|--------|
| Charter School seats created or preserved | 3,234 | 3,788 | 1,995 | 22,559 |
| Child Care seats created or preserved | 6 | 90 | 0 | 9,458 |

Business Loans and Investments

| | | | | |
|-----------------------------------|----|----|----|-----|
| Minority / Minority & Women Owned | 3 | 3 | 3 | 56 |
| Women owned | 0 | 0 | 0 | 21 |
| Other Businesses | 55 | 79 | 63 | 343 |
| Total | 58 | 82 | 66 | 420 |

Energy

| | | | | |
|----------------------|---------|---------|---------|-----------|
| Annual MWh conserved | 2,243 | 4,487 | 4,487 | 17,270 |
| Annual MWh created | 205,393 | 366,920 | 318,472 | 1,515,625 |
| Total | 207,636 | 371,407 | 322,959 | 1,532,895 |

Capital Under Management (millions of dollars)

| | |
|---------------------------|----------------|
| TRF | \$201.9 |
| CLI | 30.3 |
| Development Partners | 6.3 |
| SDF | 15.1 |
| CCAP | 36.8 |
| DVCRF Ventures | 1.5 |
| TRF Urban Growth Partners | 32.2 |
| New Market Tax Credit | 110.5 |
| Total | \$434.6 |

Number of Debt/Equity Investors

| | <u>TRF</u> | <u>CLI</u> | <u>SDF</u> | <u>CCAP</u> | <u>NMTC</u> | <u>Development Partners</u> | <u>Ventures</u> | <u>UGP</u> |
|-------------------------------|------------|------------|------------|-------------|-------------|-----------------------------|-----------------|------------|
| Civic/Corporate Organizations | 53 | | 1 | | 2 | 4 | 2 | 3 |
| Individuals | 596 | | | | | | 13 | 10 |
| Financial Institutions | 42 | 20 | | 12 | 2 | 3 | 6 | 11 |
| Foundations | 26 | | | | | 5 | 4 | 14 |
| Government | 2 | | | | | 1 | | |
| Religious Institutions | 99 | | | | | 5 | 2 | |
| Other | | | | | | | | |
| Total | 818 | 20 | 1 | 12 | 4 | 18 | 27 | 38 |

Financial Transactions

Loan and Investments

| | Number | | | | Amount (millions) | | | |
|------------------------|------------|------------|------------|----------------------|-------------------|----------------|---------------|----------------------|
| | FY 08 | FY 07 | FY 06 | Inception Thru FY 08 | FY 08 | FY 07 | FY 06 | Inception Thru FY 08 |
| Housing | 51 | 81 | 69 | 1267 | \$34.2 | \$33.7 | \$22.3 | \$352.5 |
| Community Facilities | 20 | 21 | 15 | 341 | 16.1 | 36.8 | 17.1 | 155.8 |
| Commercial Real Estate | 11 | 12 | 15 | 45 | 8.2 | 6.6 | 5.8 | 23.1 |
| Small Business | 2 | 0 | 0 | 155 | 0.2 | 0.0 | 0.0 | 21.5 |
| Energy | 3 | 0 | 3 | 26 | 1.3 | 0.0 | 2.7 | 16.1 |
| NMTC | 6 | 10 | 2 | 22 | 35.2 | 23.4 | 1.9 | 94.8 |
| Private Equity | 9 | 2 | 8 | 71 | 0.7 | 1.7 | 4.5 | 29.3 |
| Total | 102 | 126 | 112 | 1927 | \$95.9 | \$102.2 | \$54.3 | \$693.0 |

Grants

| | Number | | | | Amount (millions) | | | |
|------------------------|-----------|-----------|------------|------------------|-------------------|--------------|--------------|------------------|
| | FY 08 | FY 07 | FY 06 | FY 99 Thru FY 08 | FY 08 | FY 07 | FY 06 | FY 99 Thru FY 08 |
| NDS | 0 | 4 | 6 | 11 | \$0.0 | \$0.1 | \$0.3 | \$0.4 |
| Commercial Real Estate | 7 | 10 | 4 | 24 | 1.3 | 1.3 | 0.6 | 3.6 |
| Policy | 0 | 0 | 0 | 0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Energy | 23 | 26 | 93 | 321 | 2.1 | 0.7 | 3.7 | 20.4 |
| Total | 30 | 40 | 103 | 356 | \$3.4 | \$2.1 | \$4.6 | \$24.3 |