

### 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		189	405	802	7,214
Rental		213	852	989	11,700
<b>Total</b>		<b>402</b>	<b>1,257</b>	<b>1,791</b>	<b>18,914</b>
<b>Direct job creation/retention</b>					
Full-Time (FT)	Created	295	168	398	4,258
	Retained	0	29	384	5,562
	<b>Total FT</b>	<b>295</b>	<b>197</b>	<b>782</b>	<b>9,820</b>
Part-Time (PT)	Created	85	167	524	887
	Retained	7	44	114	336
	<b>Total PT</b>	<b>92</b>	<b>211</b>	<b>638</b>	<b>1,223</b>
Full-Time Equivalent (FTE) <sup>1</sup>	Created	337.5	252	699	4,702
	Retained	3.5	51	441.0	5,730
	<b>Total FTE</b>	<b>341.0</b>	<b>302.5</b>	<b>1,140</b>	<b>10,431.5</b>
Construction jobs <sup>2</sup>		3,083	3,367	5,635	35,803
<b>Total Direct: FT+Construction</b>		<b>3,378</b>	<b>3,564</b>	<b>6,417</b>	<b>45,623</b>
<b>Total Direct: FTE+Construction</b>		<b>3,424.0</b>	<b>3,670</b>	<b>6,775</b>	<b>46,235</b>
<b>Indirect and induced job creation<sup>3</sup></b>					
Total		125.0	244.5	718	1,298
<b>Real estate tenant jobs</b>					
Tenants at real estate financed <sup>4</sup>		14	22	238	471
Tenant FTE jobs at real estate financed <sup>5</sup>		435	260	479	2,355
<b>Square footage of commercial space</b>					
Created, renovated, or preserved		622,209	796,033	1,248,992	8,363,956
<b>Education/Child Care</b>					
Charter School seats created or preserved		1,760	3,532	4,590	29,207
Child Care seats created or preserved		314	101	172	10,039

<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	44	58	78	468
<b>Total</b>	<b>45</b>	<b>60</b>	<b>83</b>	<b>550</b>

### Energy

Annual MWh conserved	4,487	4,487	4,487	28,488
Annual MWh created	632,281	624,788	549,877	3,117,179
<b>Total</b>	<b>636,768</b>	<b>629,275</b>	<b>554,364</b>	<b>3,145,667</b>

### Capital Under Management (millions of dollars)

\$678.8
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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	49		1		2	7	2	3	
Individuals	595						13	10	
Financial Institutions	42	11		12	4	6	6	11	
Foundations	26					7	4	14	
Government	3					5			
Religious Institutions	92					5	2		1
Other	0								
<b>Total</b>	<b>807</b>	<b>11</b>	<b>1</b>	<b>12</b>	<b>6</b>	<b>30</b>	<b>27</b>	<b>38</b>	<b>1</b>

### Financial Transactions

#### Loans, Investments, and Grants

	Number				Amount (millions)			
	FY10	FY 09	FY 08	Inception n Thru FY 10	FY 10	FY 09	FY 08	Inception n Thru FY 10
Housing	21	38	76	1351	\$12.4	\$17.6	\$54.3	\$402.6
Community Facilities	16	24	26	387	10.6	20.2	35.7	206.1
Commercial Real Estate	16	18	20	88	8.6	23.7	17.4	64.6
Small Business	0	0	1	154	0.0	0.0	0.1	21.4
Energy	2	7	10	42	0.4	2.1	4.7	22.0
NMTC	18	6	10	50	51.4	15.2	50.9	177.1
Private Equity	3	6	10	81	0.3	0.6	0.9	30.4
<b>Total Loans and Investments</b>	<b>76</b>	<b>99</b>	<b>153</b>	<b>2153</b>	<b>\$83.7</b>	<b>\$79.4</b>	<b>\$163.9</b>	<b>\$924.1</b>
Grants	14	24	36	400	\$2.0	\$3.3	\$1.9	\$28.3
<b>Total Loans, Investments, and Grants</b>	<b>90</b>	<b>123</b>	<b>189</b>	<b>2553</b>	<b>\$85.7</b>	<b>\$82.7</b>	<b>\$165.9</b>	<b>\$952.4</b>