

### 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		50	405	802	7,075
Rental		28	852	989	11,515
<b>Total</b>		<b>78</b>	<b>1,257</b>	<b>1,791</b>	<b>18,590</b>
<b>Direct job creation/retention</b>					
Full-Time (FT)	Created	150	168	398	4,113
	Retained	0	29	384	5,562
	<b>Total FT</b>	<b>150</b>	<b>197</b>	<b>782</b>	<b>9,675</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	171	252	699	4,535
	Retained	0	51	441.0	5,727
	<b>Total FTE</b>	<b>171</b>	<b>302.5</b>	<b>1,140</b>	<b>10,261.5</b>
Construction jobs <sup>2</sup>		1,773	3,367	5,635	34,493
<b>Total Direct: FT+Construction</b>		<b>1,923</b>	<b>3,564</b>	<b>6,417</b>	<b>44,168</b>
<b>Total Direct: FTE+Construction</b>		<b>1,944</b>	<b>3,670</b>	<b>6,775</b>	<b>44,755</b>
<b>Indirect and induced job creation<sup>3</sup></b>					
Total		134	244.5	718	1,307
<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>		417	260	479	2,337
<b>Square footage of commercial space</b>					
Created, renovated, or preserved		459,547	796,033	1,248,992	8,201,294
<b>Education/Child Care</b>					
Charter School seats created or preserved		1,426	3,532	4,590	28,873
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	26	58	78	450
<b>Total</b>	27	60	83	532

### Energy

Annual MWh conserved	2,243	4,487	4,487	26,244
Annual MWh created	278,552	624,788	549,877	2,763,450
<b>Total</b>	280,795	629,275	554,364	2,789,694

### Capital Under Management (millions of dollars)

\$678.3
---------

### Number of Debt/Equity Investors

	TRF	CLI	SDF	CCAP	NMTC	Development Partners	Ventures	UGP	UMC Benefit Board, Inc.
Civic/Corporate Organizations	51		1		2	7	2	3	
Individuals	599						13	10	
Financial Institutions	43	13		12	4	6	6	11	
Foundations	25					7	4	14	
Government	3					4			
Religious Institutions	94					5	2		1
Other	0								
<b>Total</b>	815	13	1	12	6	29	27	38	1

### Financial Transactions

#### Loans, Investments, and Grants

	Number				Amount (millions)			
	FY 10	FY 09	FY 08	Inception n Thru FY 10	FY 10	FY 09	FY 08	Inception n Thru FY 10
Housing	6	38	76	1336	\$5.2	\$17.6	\$54.3	\$395.4
Community Facilities	10	24	26	381	5.4	20.2	35.7	200.8
Commercial Real Estate	16	18	20	88	9.1	23.7	17.4	65.2
Small Business	0	0	1	154	0.0	0.0	0.1	21.4
Energy	1	7	10	41	0.4	2.1	4.7	22.0
NMTC	18	6	10	50	51.4	15.2	50.9	177.0
Private Equity	3	6	10	81	0.2	0.6	0.9	30.3
<b>Total Loans and Investments</b>	<b>54</b>	<b>99</b>	<b>153</b>	<b>2131</b>	<b>\$71.7</b>	<b>\$79.4</b>	<b>\$163.9</b>	<b>\$912.1</b>
Grants	9	24	36	395	\$0.9	\$3.3	\$1.9	\$27.1
<b>Total Loans, Investments, and Grants</b>	<b>63</b>	<b>123</b>	<b>189</b>	<b>2526</b>	<b>\$72.6</b>	<b>\$82.7</b>	<b>\$165.9</b>	<b>\$939.1</b>