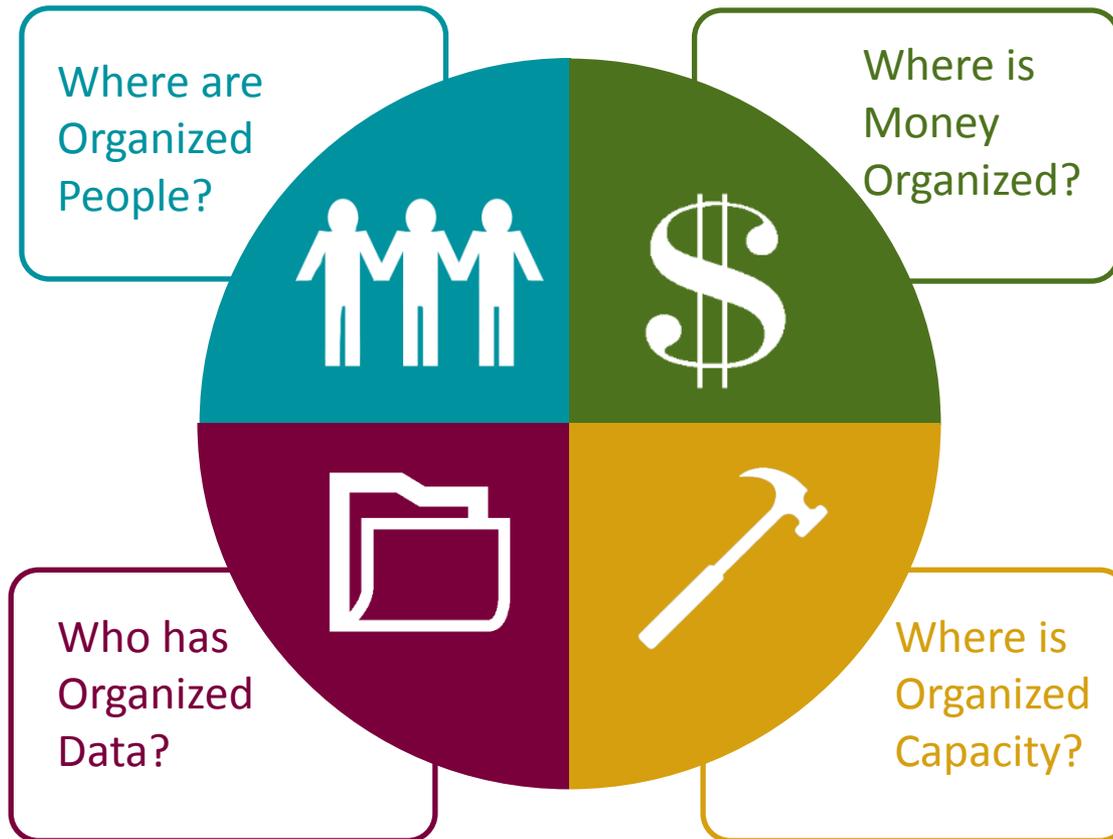


# Baltimore & Redevelopment A CDFI's Perspective



- Recovering from a depressed economy....  
Where is there momentum to build upon?
- How can Baltimore best position itself for impactful and sustainable community investments?

# Momentum = Organization



# TRF's Baltimore Strategy





- TRF has organized over 800 investors interested in investing for positive social outcomes
- TRF has raised over \$9mil from Baltimore investors for housing development in Oliver

# The Reinvestment Fund

## TRF Investments in East Baltimore



**EBDI Broadway** **1**  
 Total investment: \$1 MM  
 Homes under construction: 18

**Chesapeake Restaurant  
 Redevelopment** **5**  
 TRF Investment: \$675 K  
 Total Investment: \$2 MM

**North Avenue Market** **9**  
 TRF Investment: \$945 K  
 Total Investment: \$1.6 MM

**City Arts** **2**  
 Total investment: \$15.5 MM  
 Homes completed: 78  
 Homes under construction: 7

**Lilian Jones  
 Apartments** **6**  
 TRF Investment: \$250 K  
 Total Investment: \$16 MM

**Apples & Oranges  
 Fresh Market** **10**  
 TRF Investment: \$750 K  
 Total Investment: \$1.1 MM

**East Side Investments** **3**  
 Total investment: \$1 MM  
 Homes completed: 7  
 Homes under construction: 4

**Mi Casa Homes** **7**  
 TRF Investment: \$652 K  
 Total Investment: \$4.3 MM

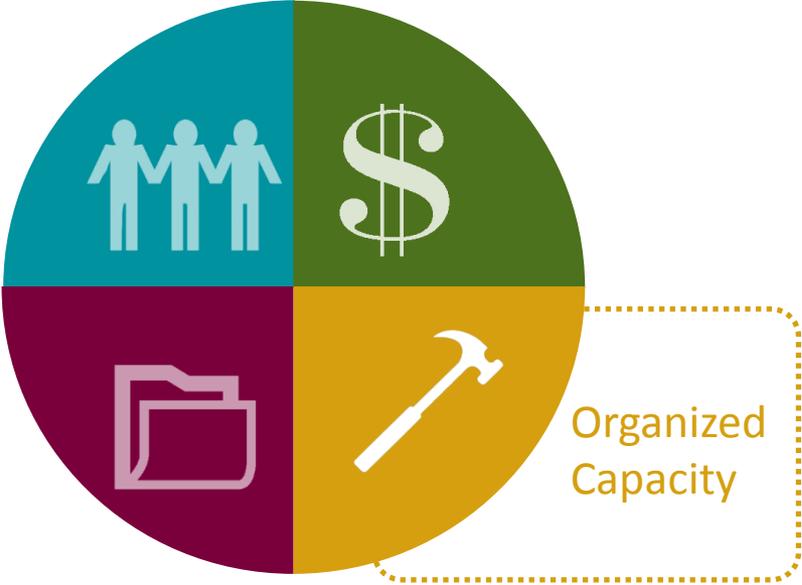
**MICA Studio Center** **11**  
 TRF Investment: \$12.5 MM  
 Total Investment: \$19 MM

**Preston Place** **4**  
 Total investment: \$7.4 MM  
 Homes completed: 37  
 Homes under construction: 26

**North Calvert Green** **8**  
 TRF Investment: \$959 K  
 Total Investment: \$4.3 MM

**East Baltimore  
 Community School** **12**  
 TRF Investment: \$8 MM  
 Total Investment: \$34 MM

- TRF has invested nearly \$50 million in East Baltimore and leveraged an additional \$50 million in capital from other investors.



Baltimoreans United In Leadership Development Bucks County Housing Group Burlington County Bridge Commission City of Baltimore, MD City of Camden, NJ City Works Genesis Housing Corporation Homes for America Industrial Area Foundation Interfaith Housing Delaware, Inc. Jericho Jersey City Redevelopment Authority Jubilee Baltimore Land Research Associates M. Brad Ingerman Development, Inc. Maryland Department of Housing and Comm. Development New Jersey Department of Community Affairs New Jersey Housing and Mortgage Finance Agency Open Door Baltimore Safe and Sound Saint Joseph's Carpenter's Society Southeast Community Development Corporation Township of Neptune, NJ Warminster Township, PA



# TRF Development Partners



Preston Place Homes, Baltimore

- TRF DP is an developer that creates exceptional financing and innovative design for new housing accessible to all.
- TRF DP has teamed with BUILD, and its network of community leaders, area churches and government officials, the City of Baltimore, and the State of Maryland to create Preston Place Homes.

Organized  
People



- TRF partners with local, broad citizen movements to validate and align our redevelopment with community priorities

# Baltimoreans United In Leadership Development: BUILD



BUILD members

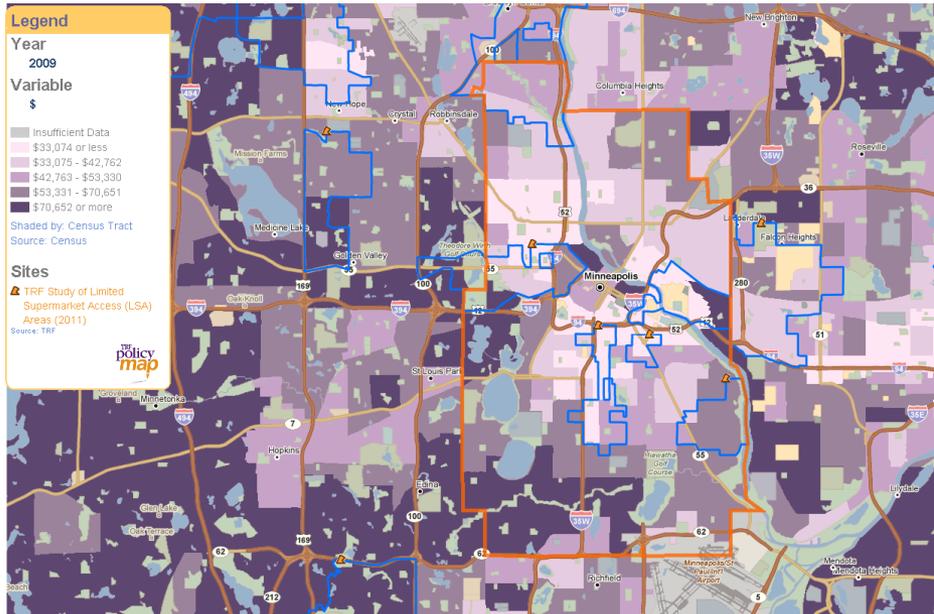
- For more than 30 years, BUILD has worked to improve housing, increase job opportunities, and rebuild schools in Baltimore



Organized  
Data

- TRF's Policy Solutions team and PolicyMap.com are our tools for organizing data and making it publicly available

# PolicyMap.com



- PolicyMap is a fully web-based map tool
- PolicyMap empowers decision makers with better access to credible market and demographic data

# Baltimore's Unique Opportunity

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# Baltimore's Unique Opportunity

- A City that is committed to data advised decisions:
  - Baltimore Neighborhood Indicators Alliance (BNIA)
  - 2005/2008/2011 Baltimore/TRF Market Value Analysis

# Baltimore's Unique Opportunity

- Engaged Anchor Institutions
  - EBDI
  - JHU Howard Community Partners Initiative (HCPI)
  - MICA Studios on North Avenue
  - Univ of Baltimore on Charles Street