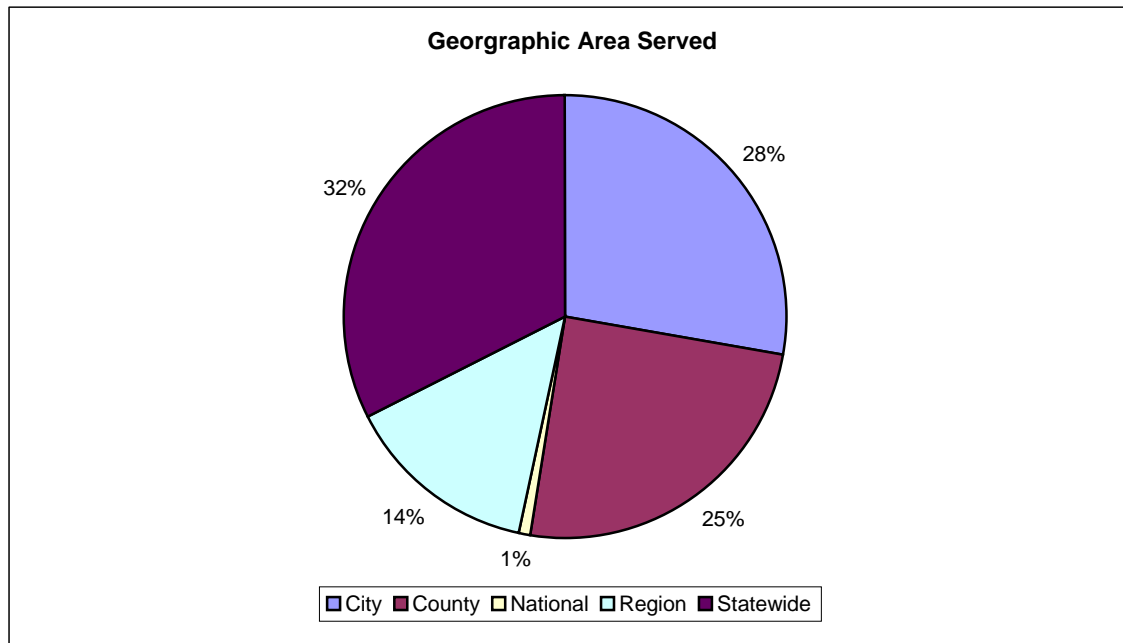
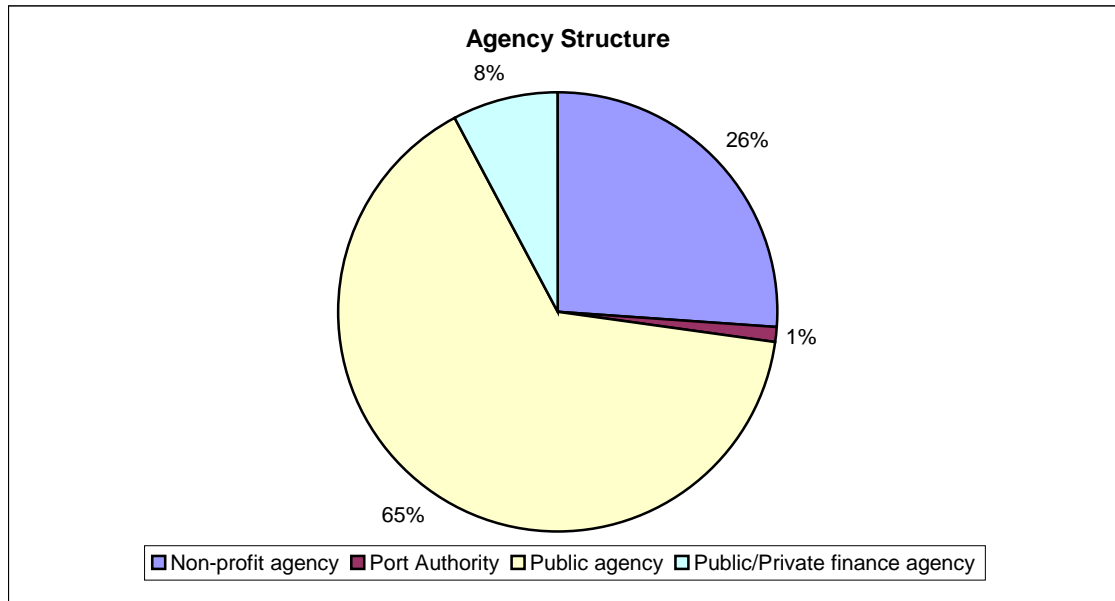
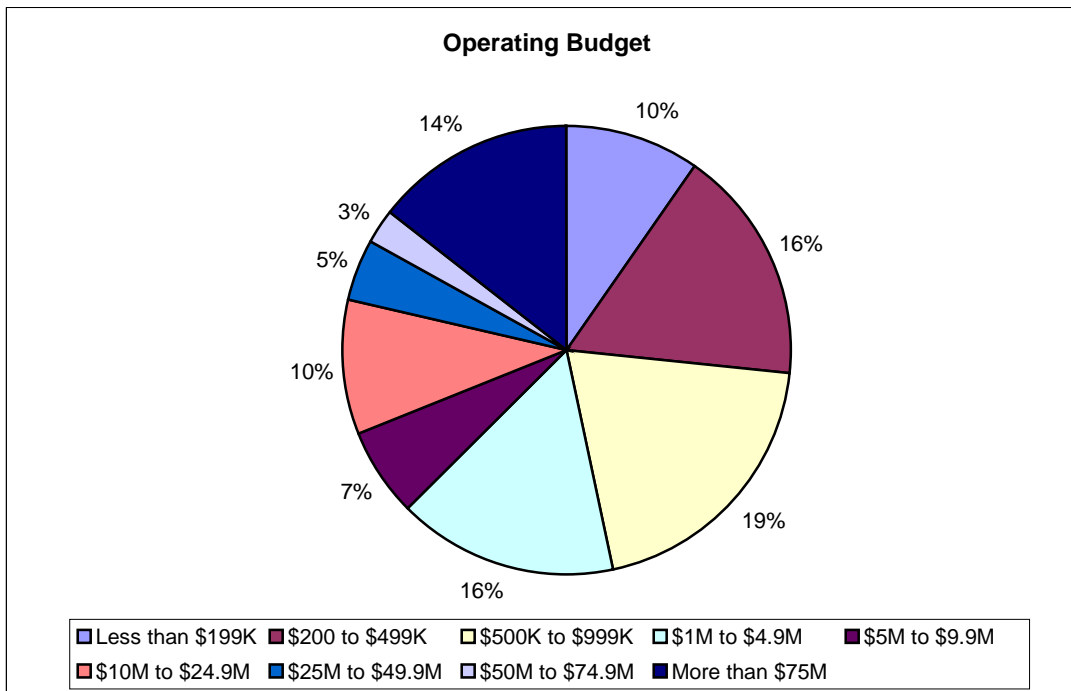
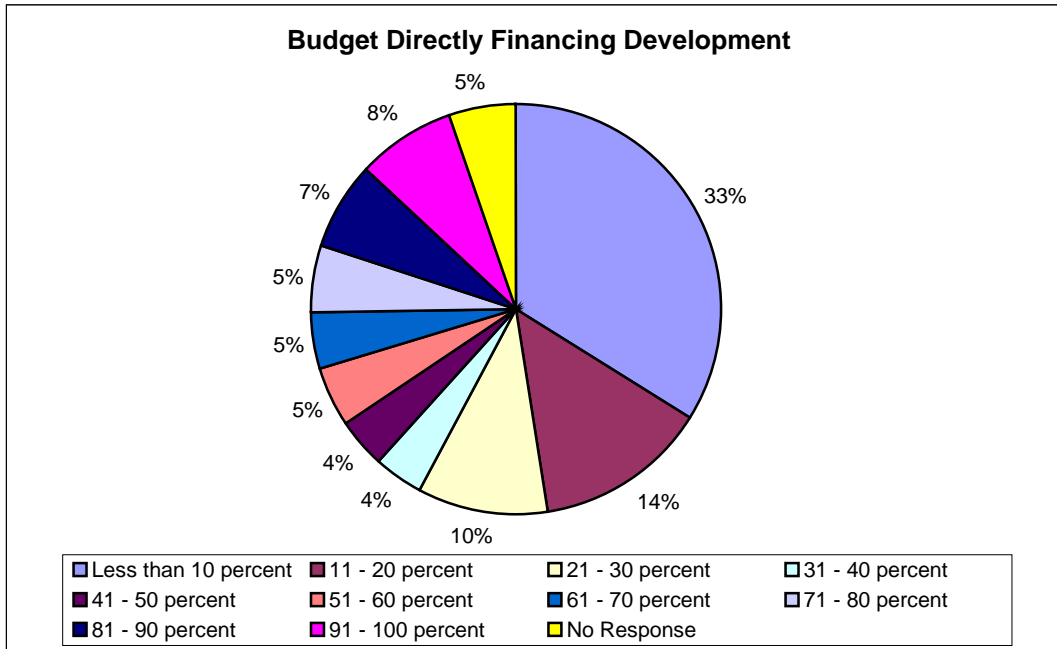


Appendix

I. Agency Demographics

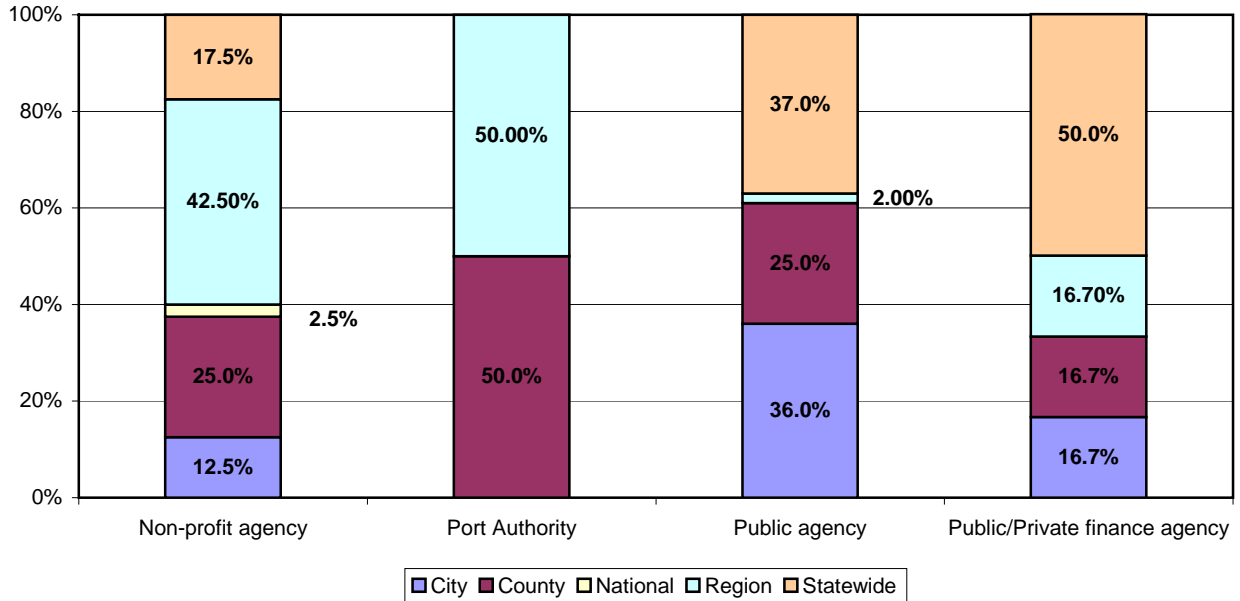


Original Research: 2007 CDFA Development Finance Industry Survey

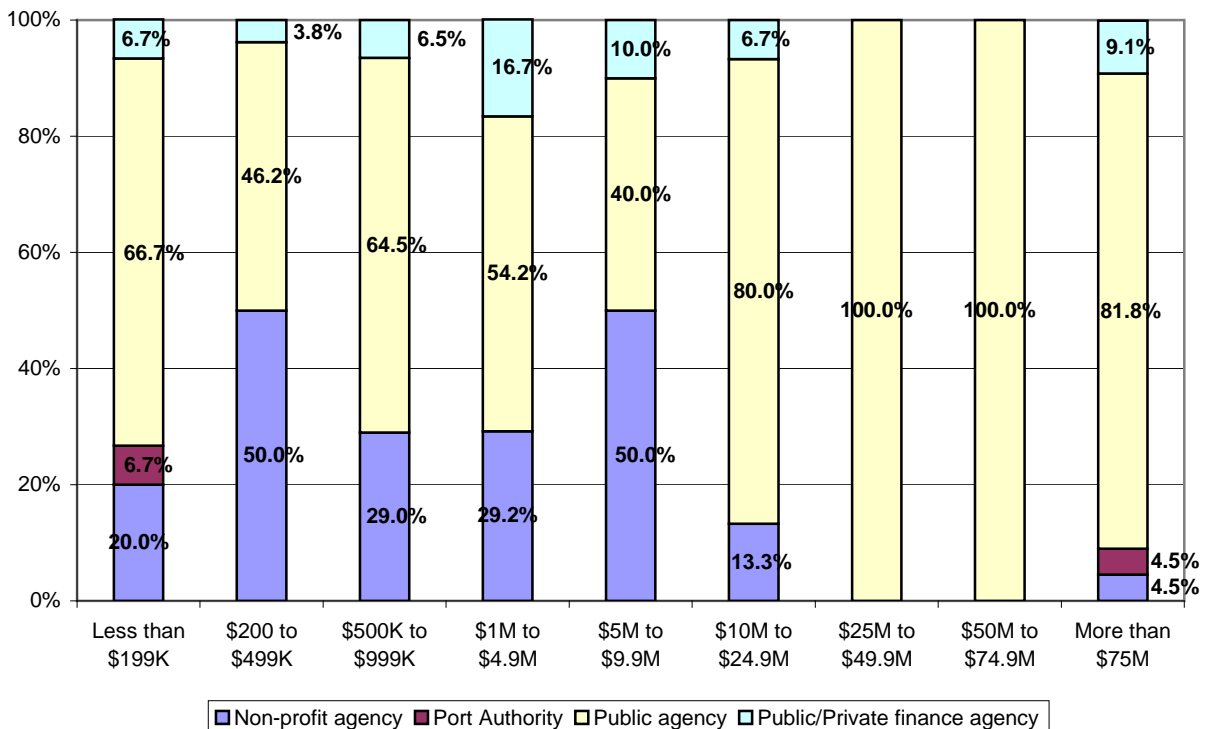


Original Research: 2007 CDFA Development Finance Industry Survey

2006 Percent of Agency Structure by Geographic Area

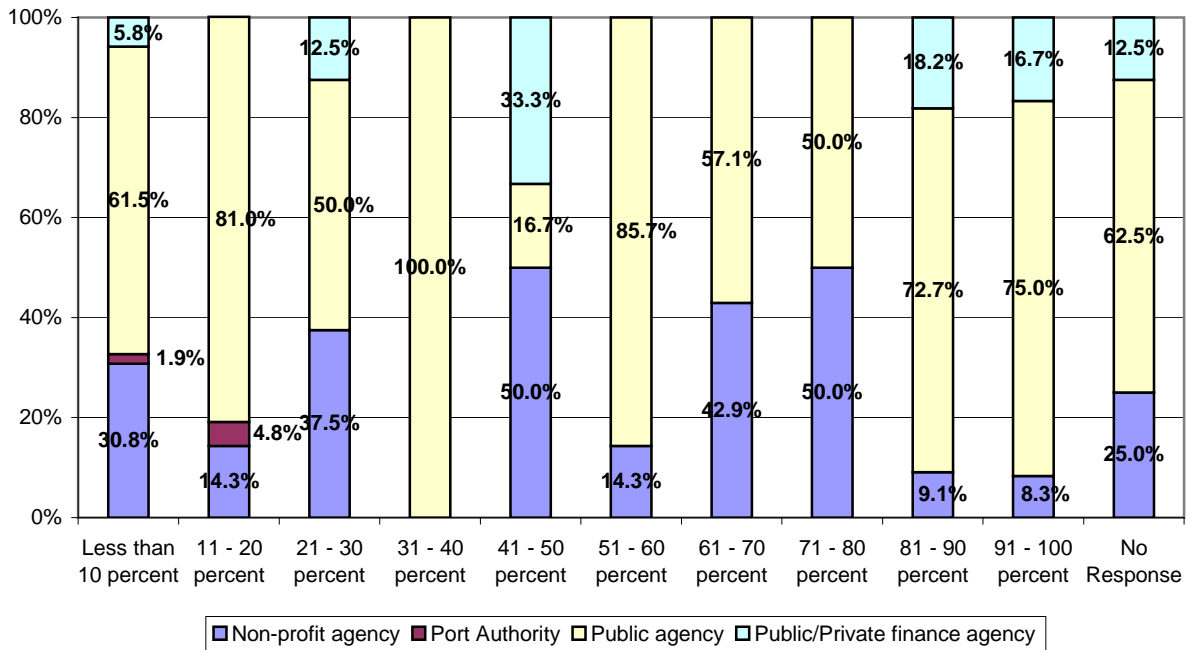


2006 Percent of Operating Budget by Agency Structure

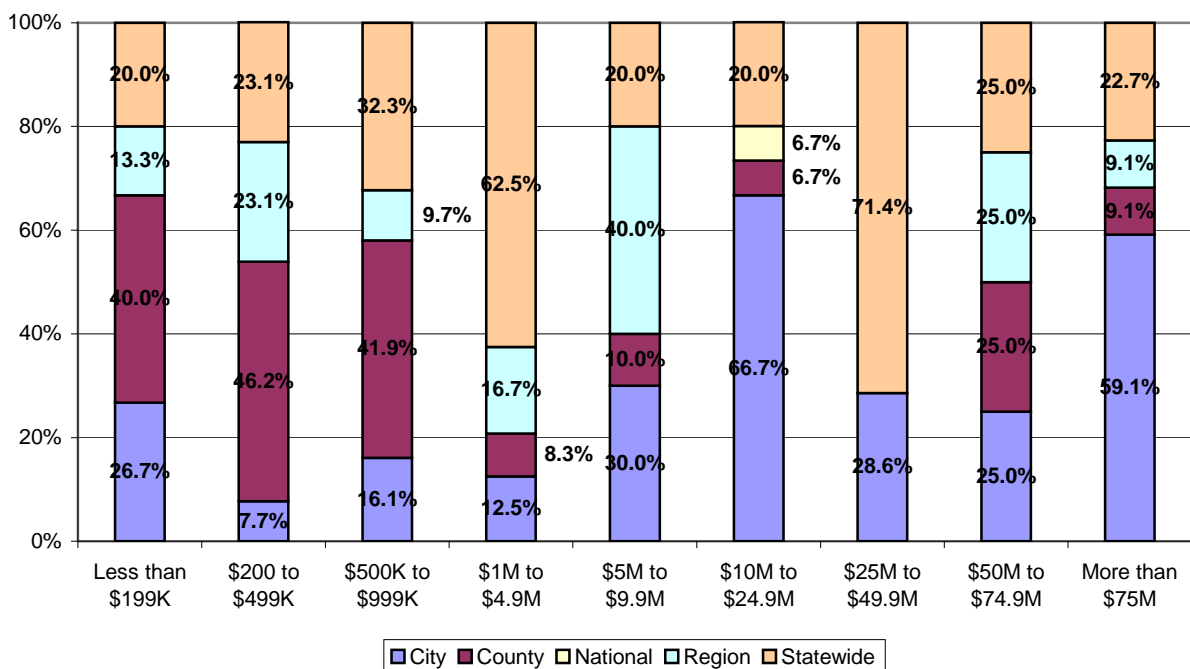


Original Research: 2007 CDFA Development Finance Industry Survey

2006 Percent of Budget Directly Financing Development by Agency Structure

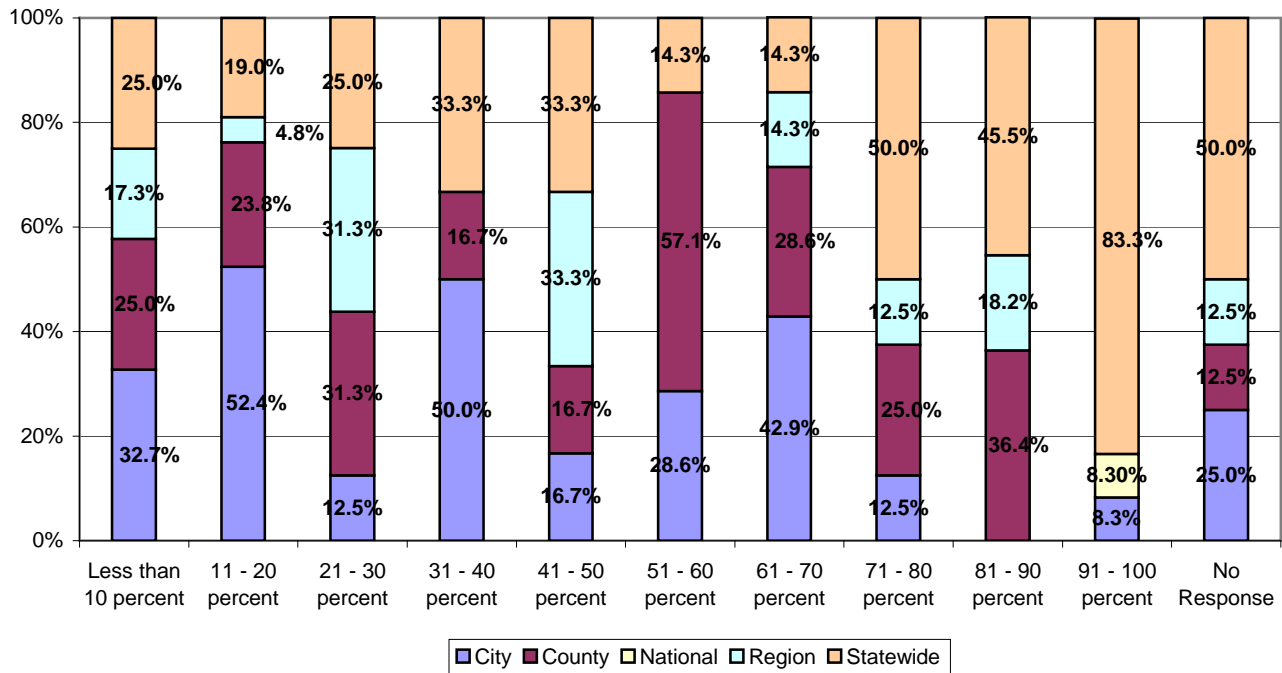


2006 Percent of Operating Budget by Geographic Area

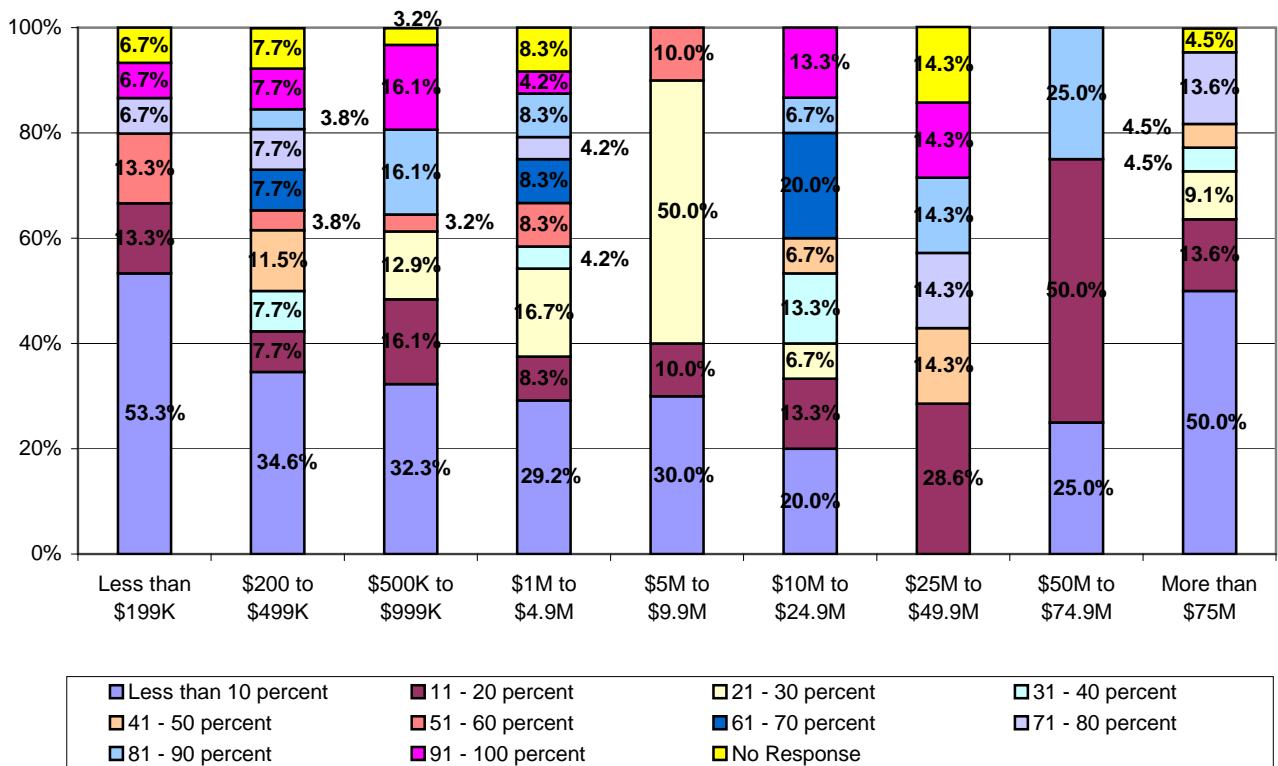


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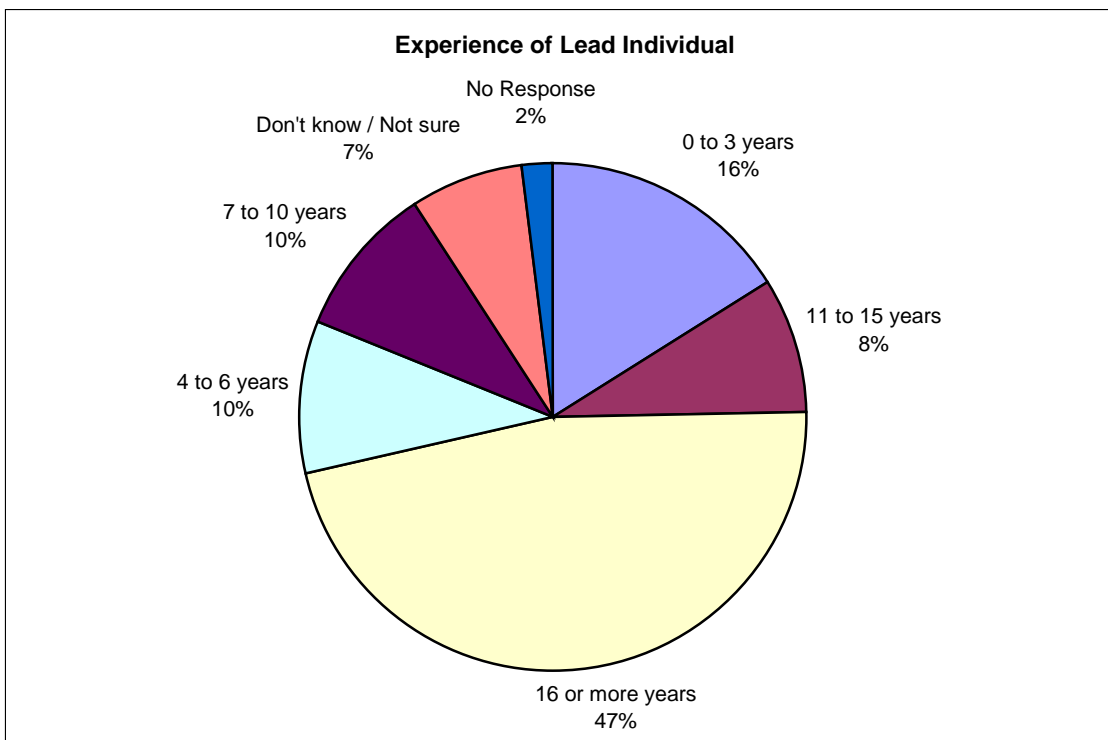
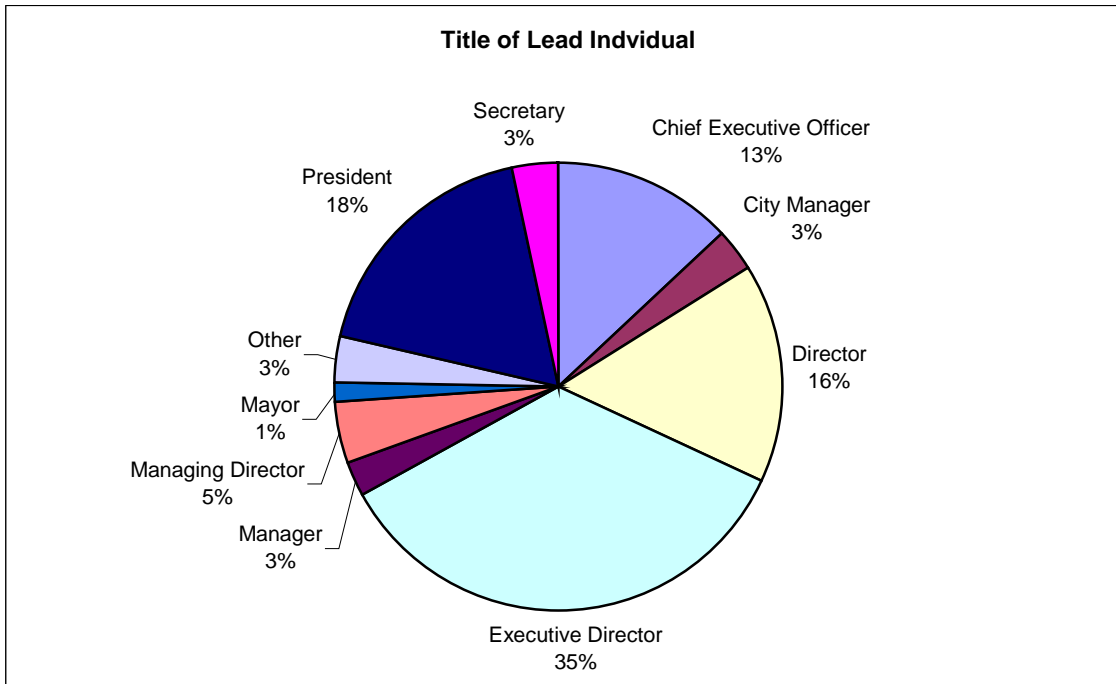
2006 Percentage of Budget Allocation Directly Financing Development by Geographic Area



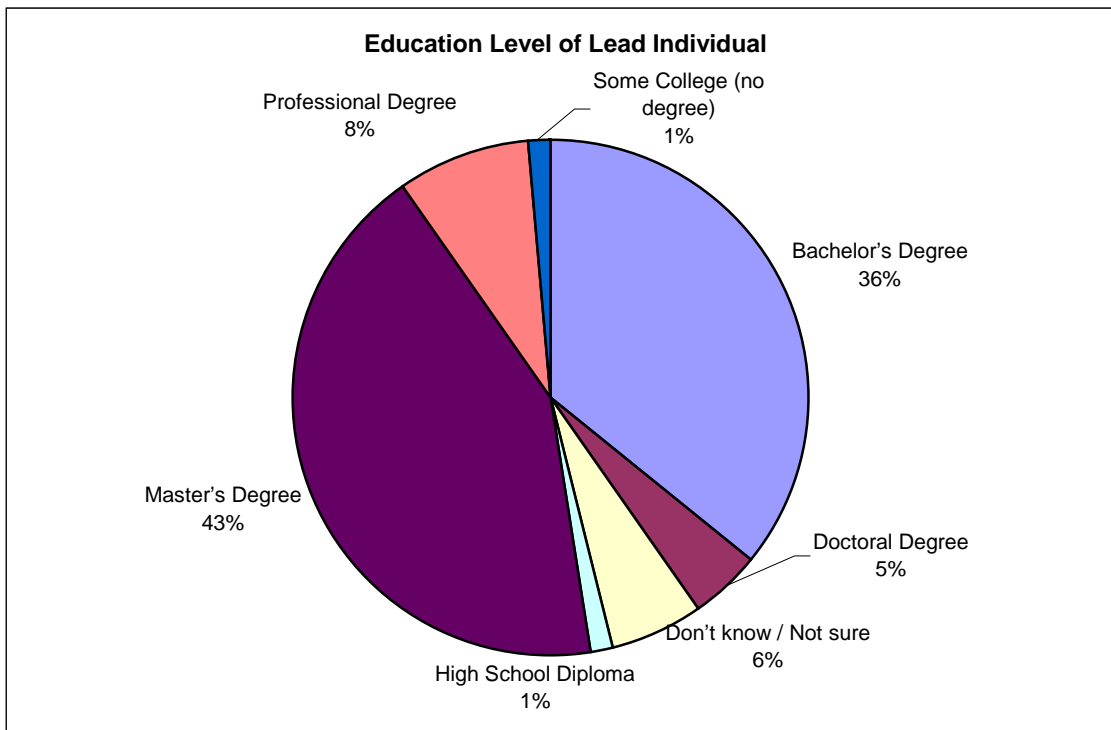
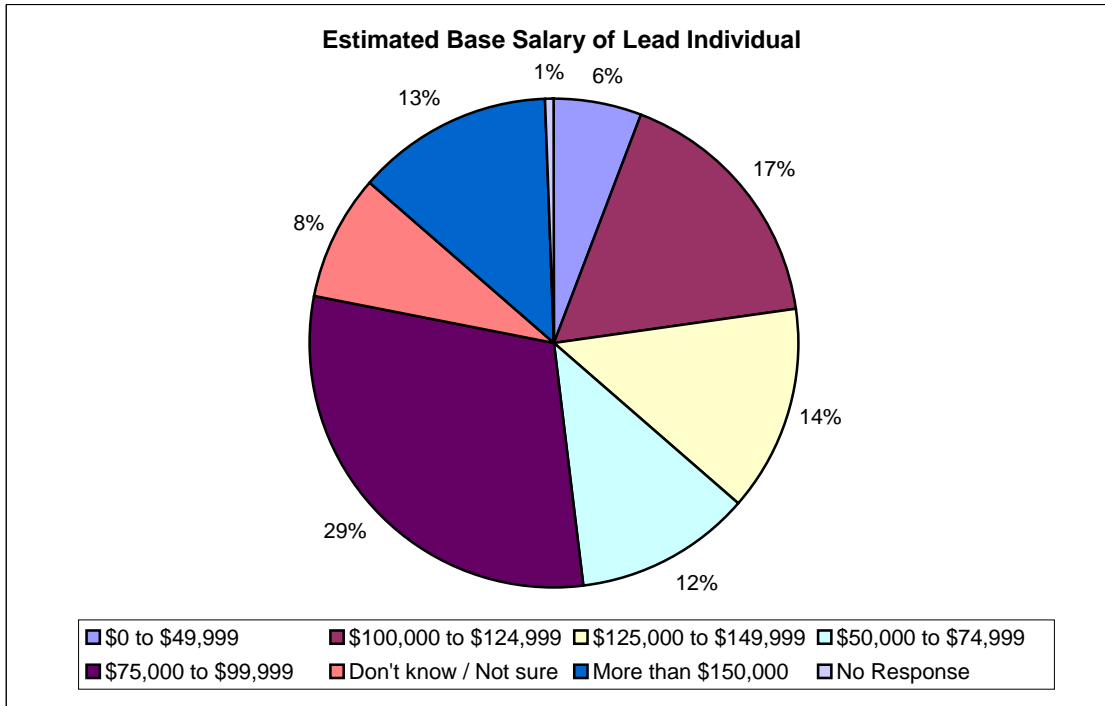
2006 Percent of Operating Budget by Allocation Directly Financing Development



II. Agency's Lead Executive

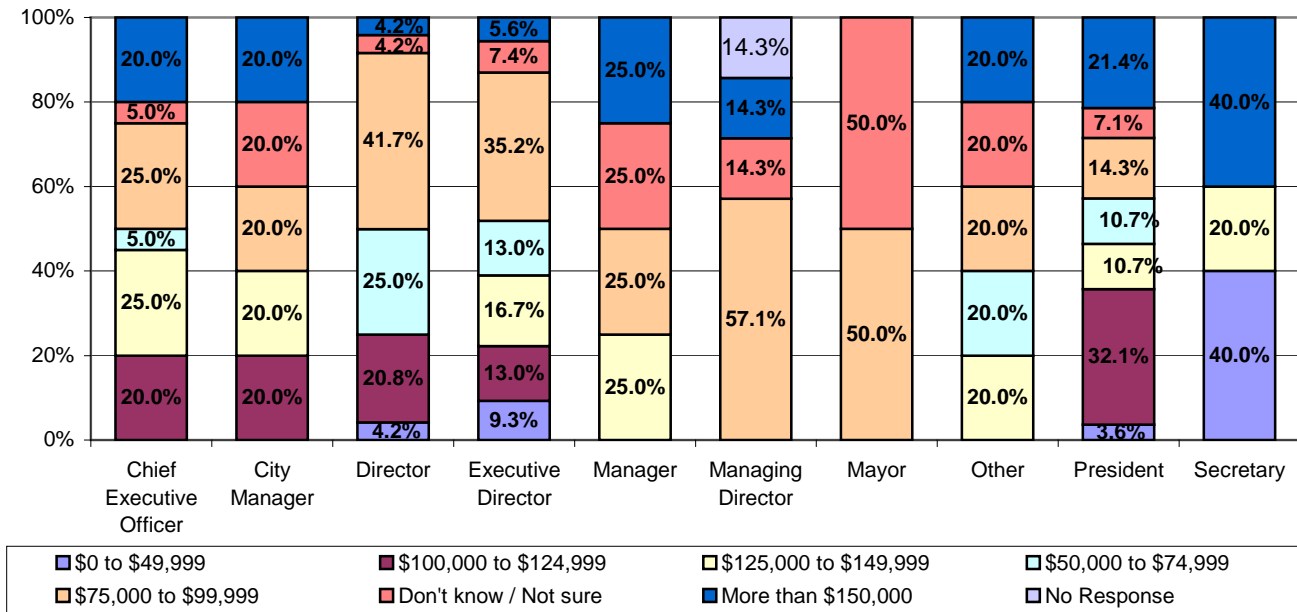


Original Research: 2007 CDFA Development Finance Industry Survey

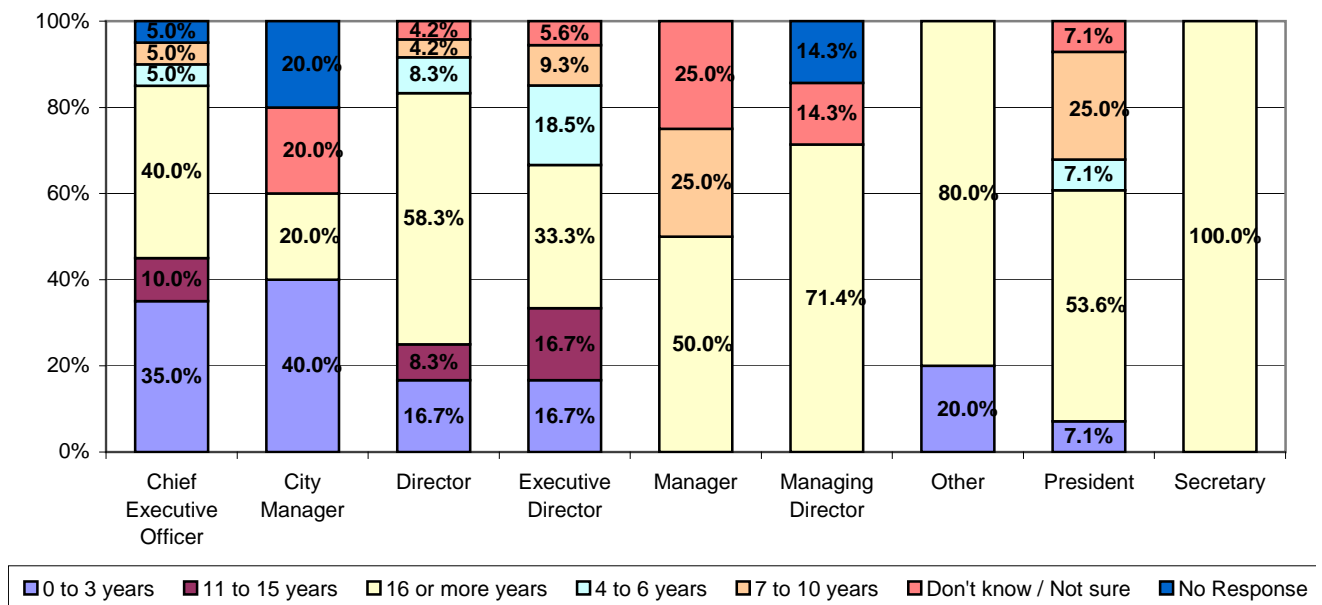


Original Research: 2007 CDFA Development Finance Industry Survey

2006 Percentage of Agency Leader's Title by Salary of Leader

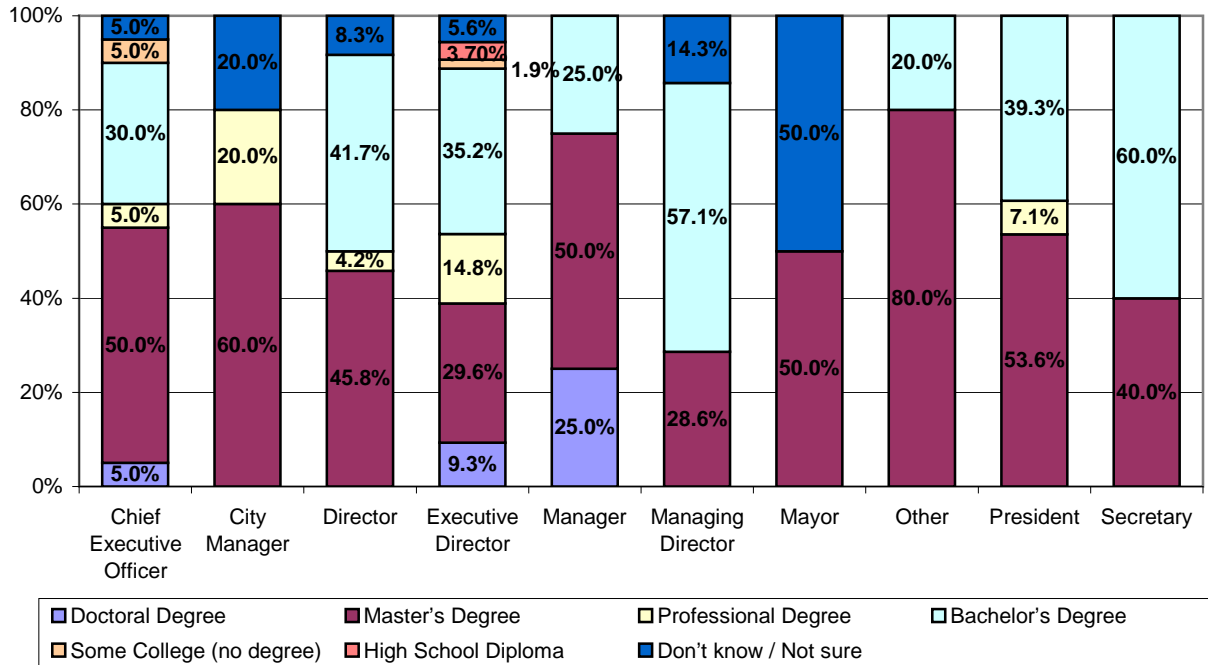


2006 Percentage of Agency Leader's Title by Experience of Leader

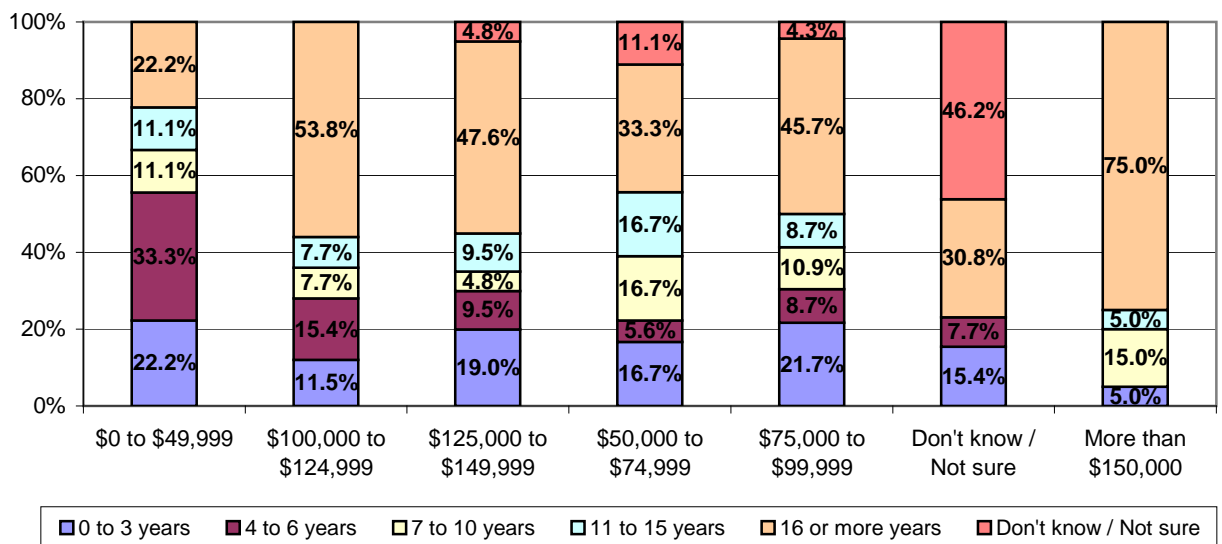


Original Research: 2007 CDFA Development Finance Industry Survey

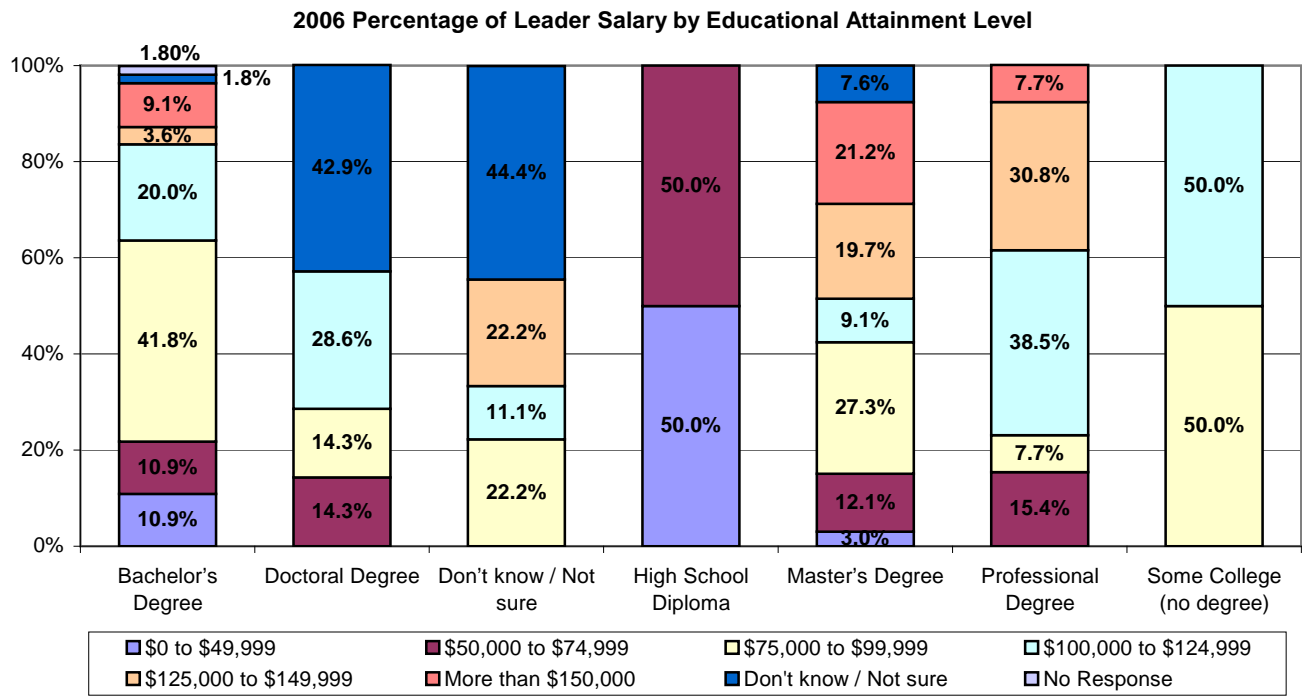
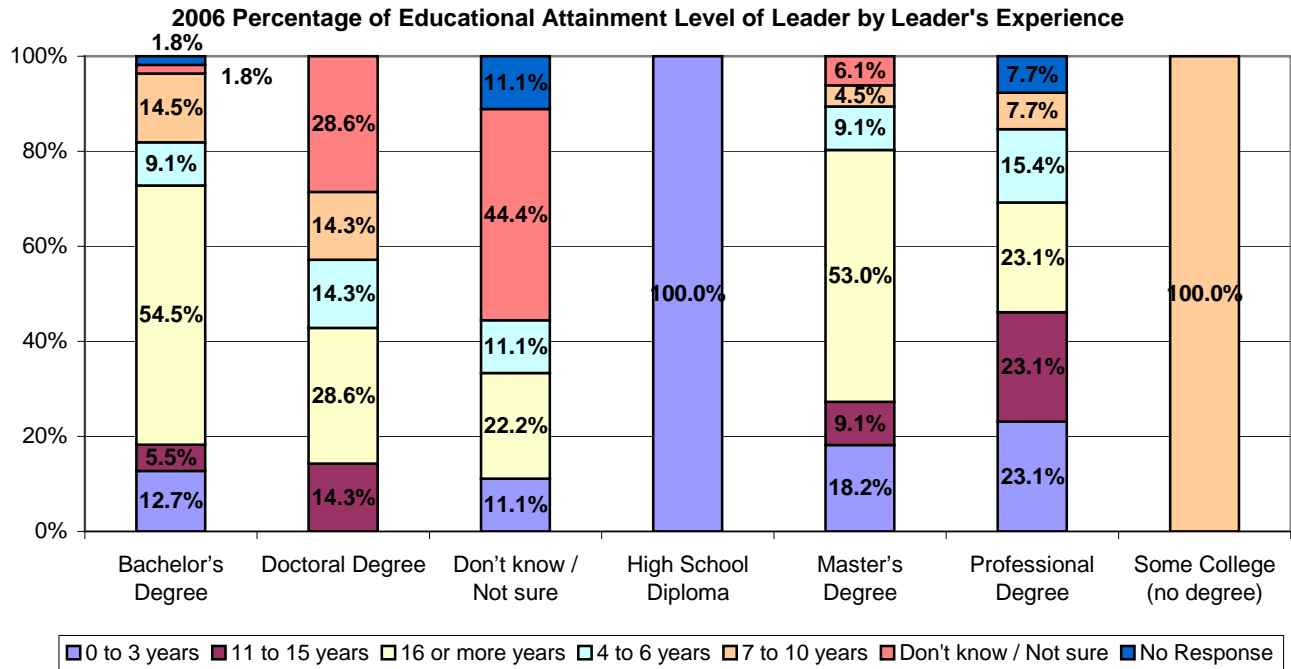
2006 Percentage Title of Leader by Education of Leader



2006 Percentage of Salary of Leader by Leader's Experience

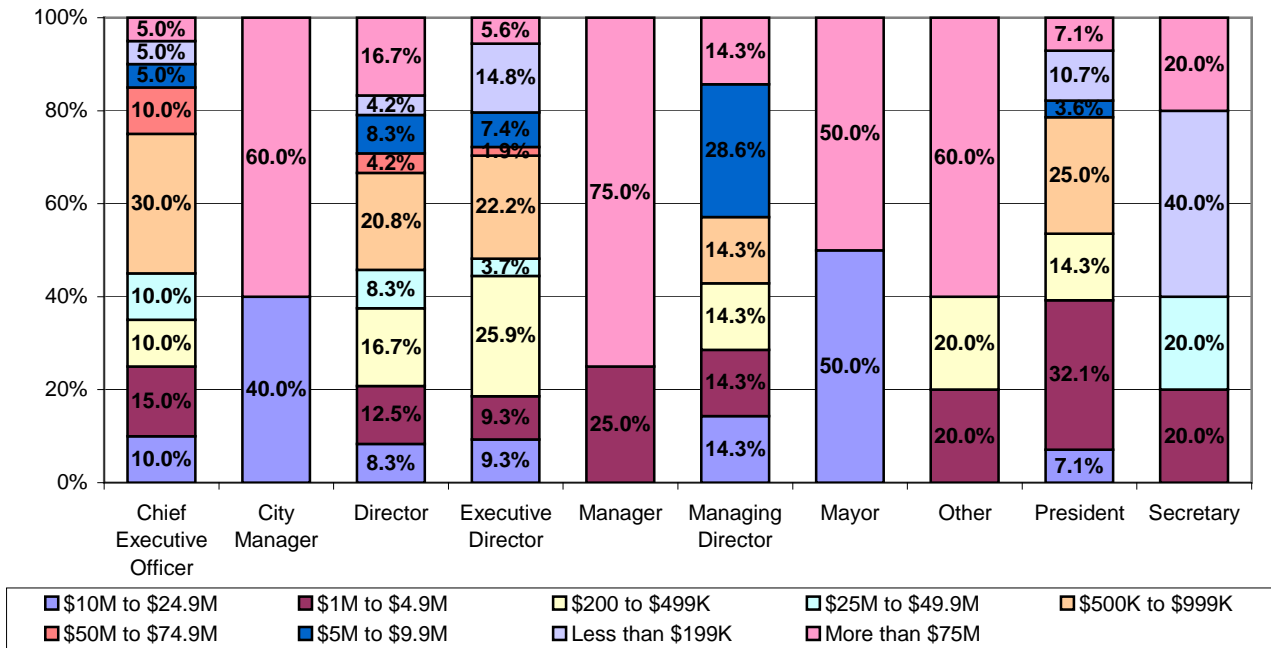


Original Research: 2007 CDFA Development Finance Industry Survey

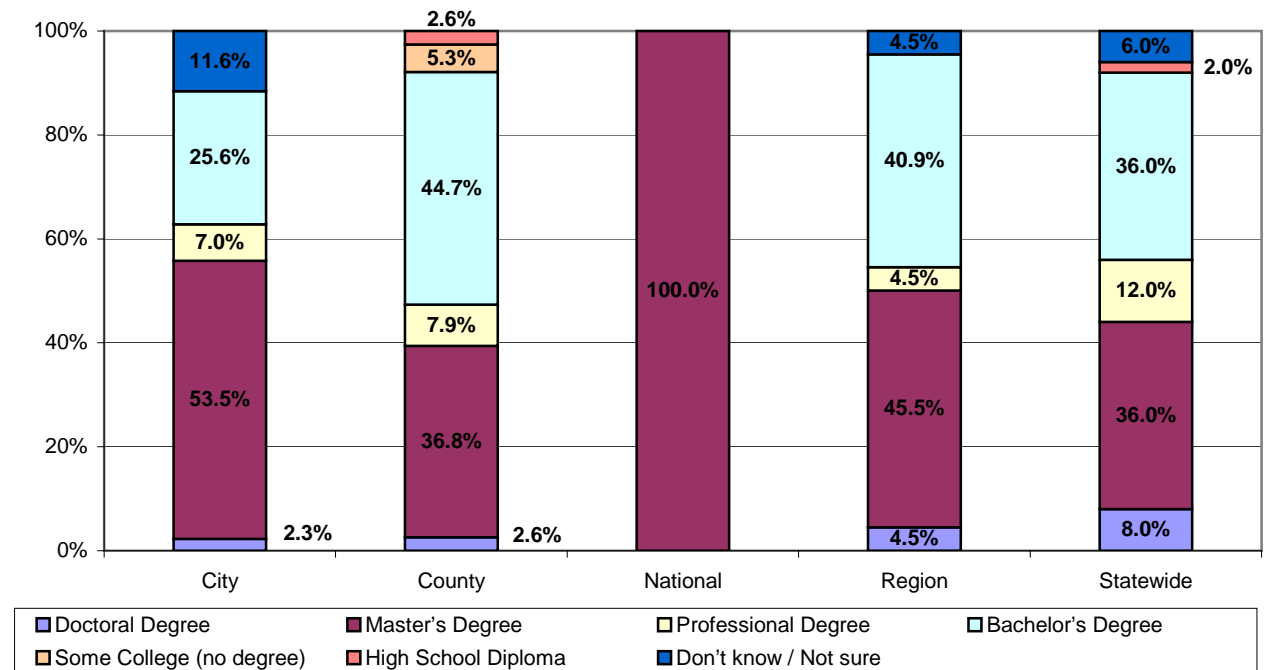


Original Research: 2007 CDFA Development Finance Industry Survey

2006 Percentage of Agency Leader's Title by Agency Operating Budget

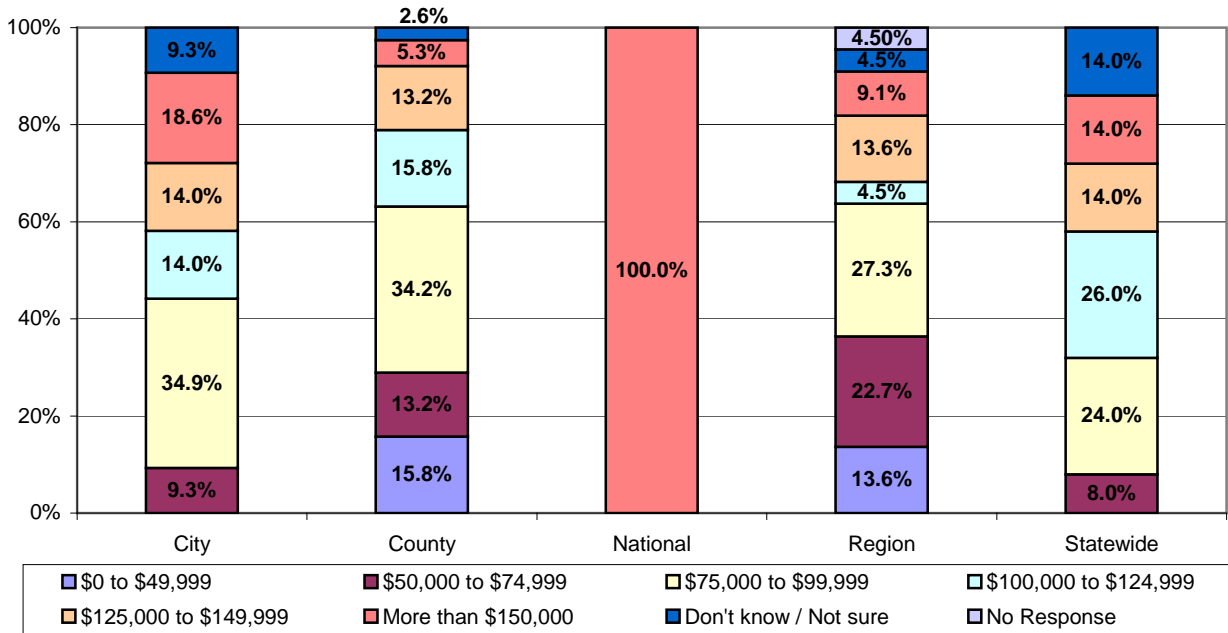


2006 Percentage of Agency Geographic Area by Leader's Educational Attainment Level

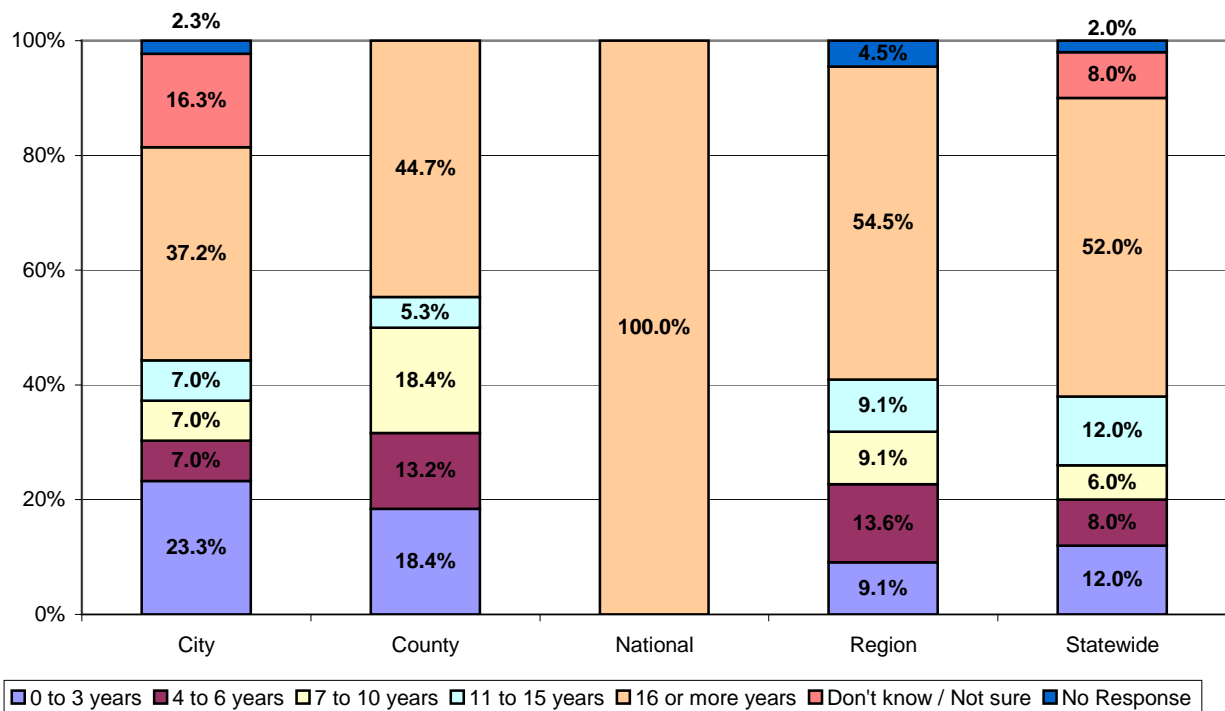


Original Research: 2007 CDFA Development Finance Industry Survey

2006 Percentage of Geographic Area by Salary of Agency Leader

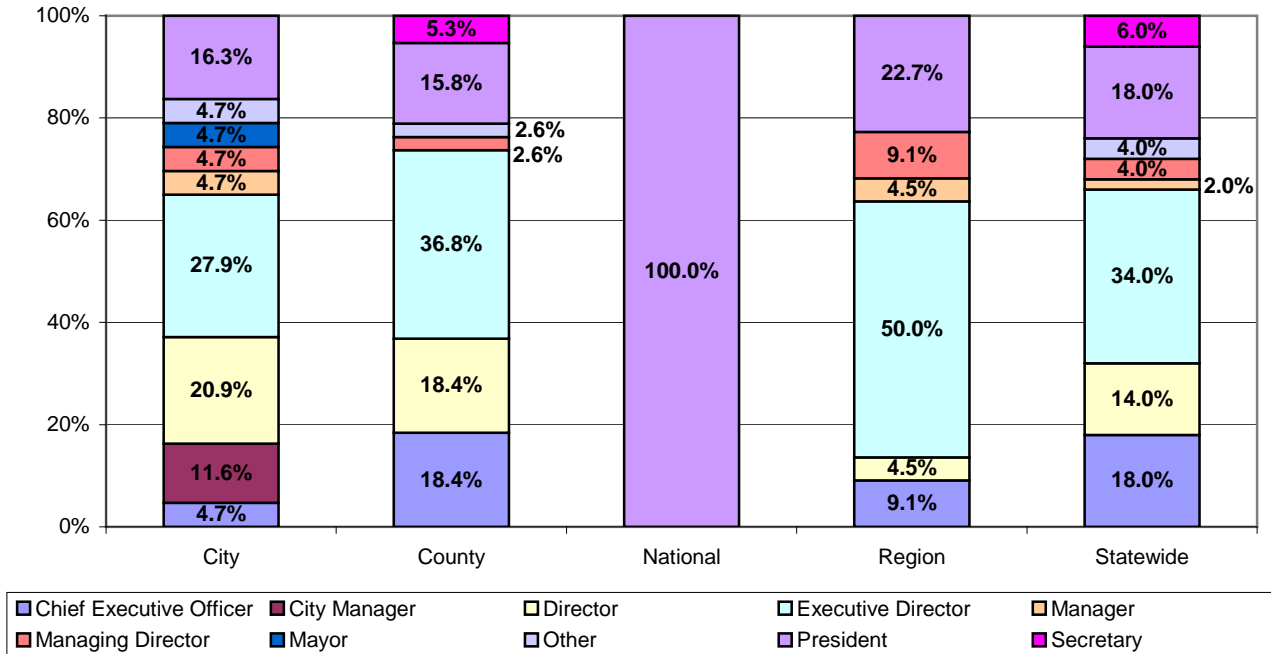


2006 Percentage of Geographic Area by Agency Leader's Experience

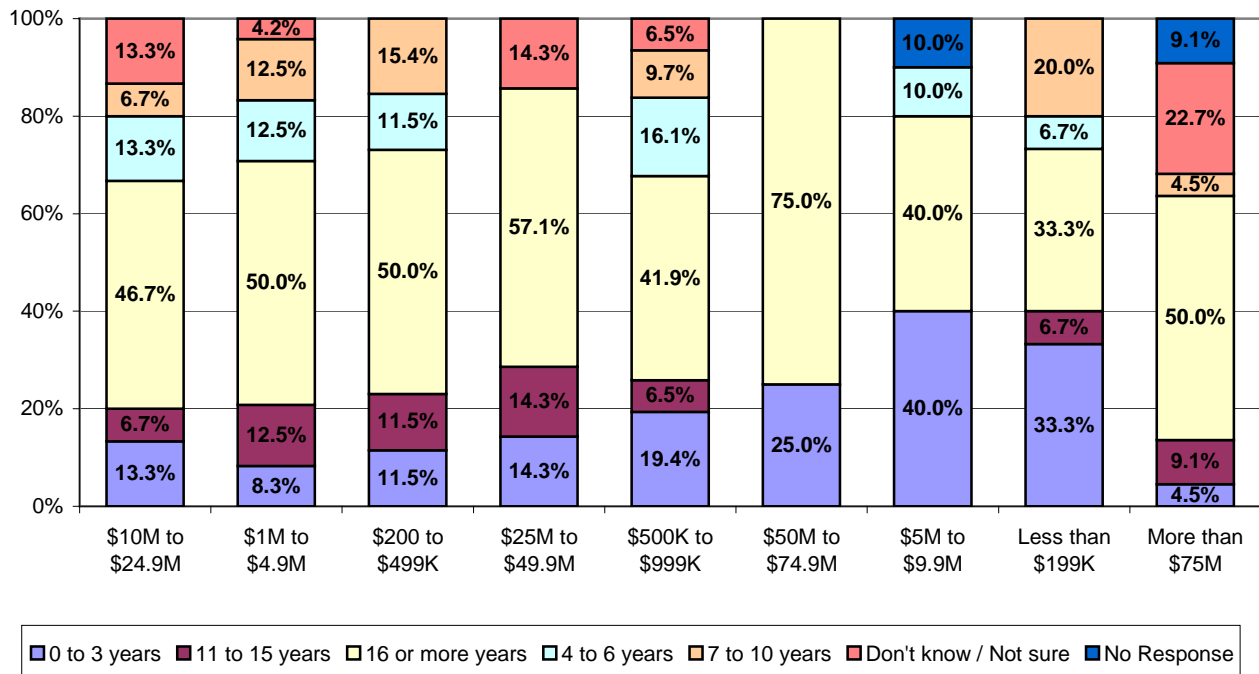


Original Research: 2007 CDFA Development Finance Industry Survey

2006 Percentage of Geographic Area by Title of Agency Leader

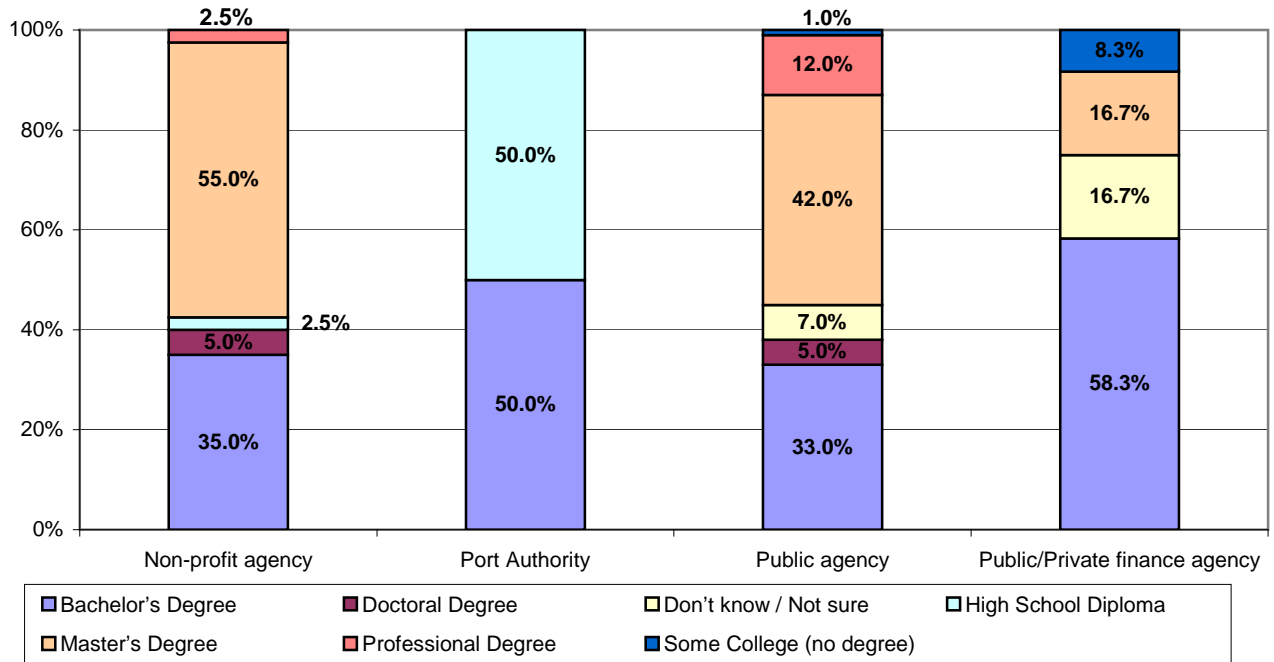


2006 Percentage of Operating Budget by Agency Leader's Experience

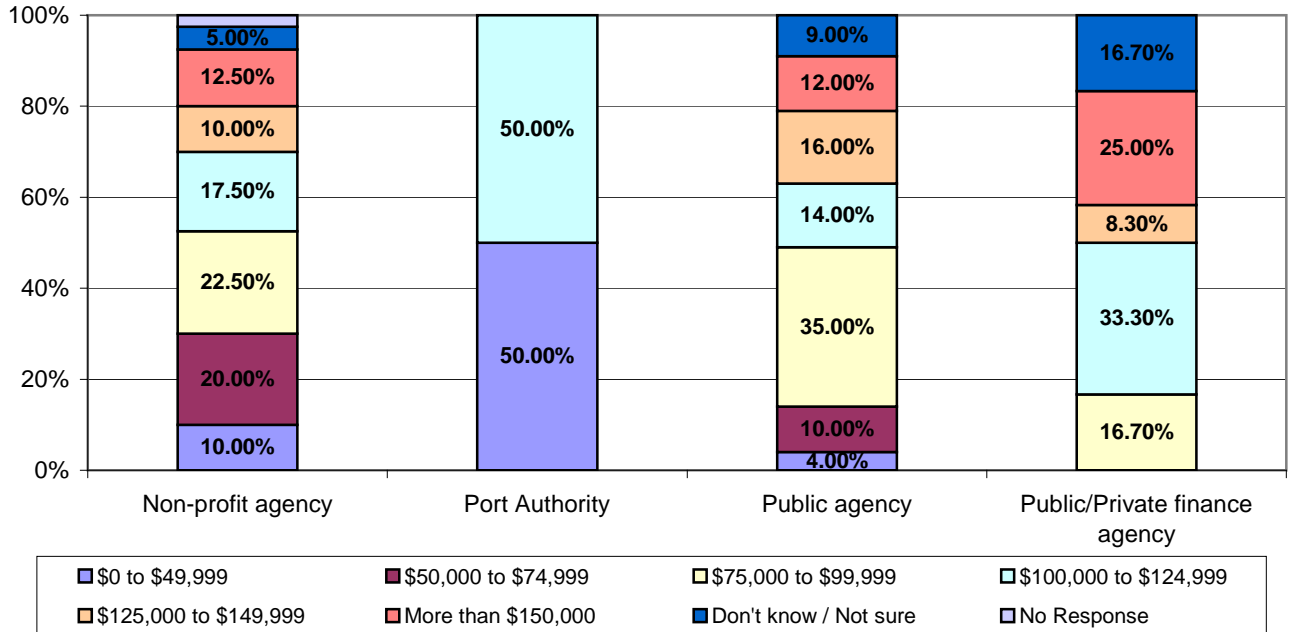


Original Research: 2007 CDFA Development Finance Industry Survey

2006 Percentage of Structure of Agency by Educational Attainment of Agency Leader

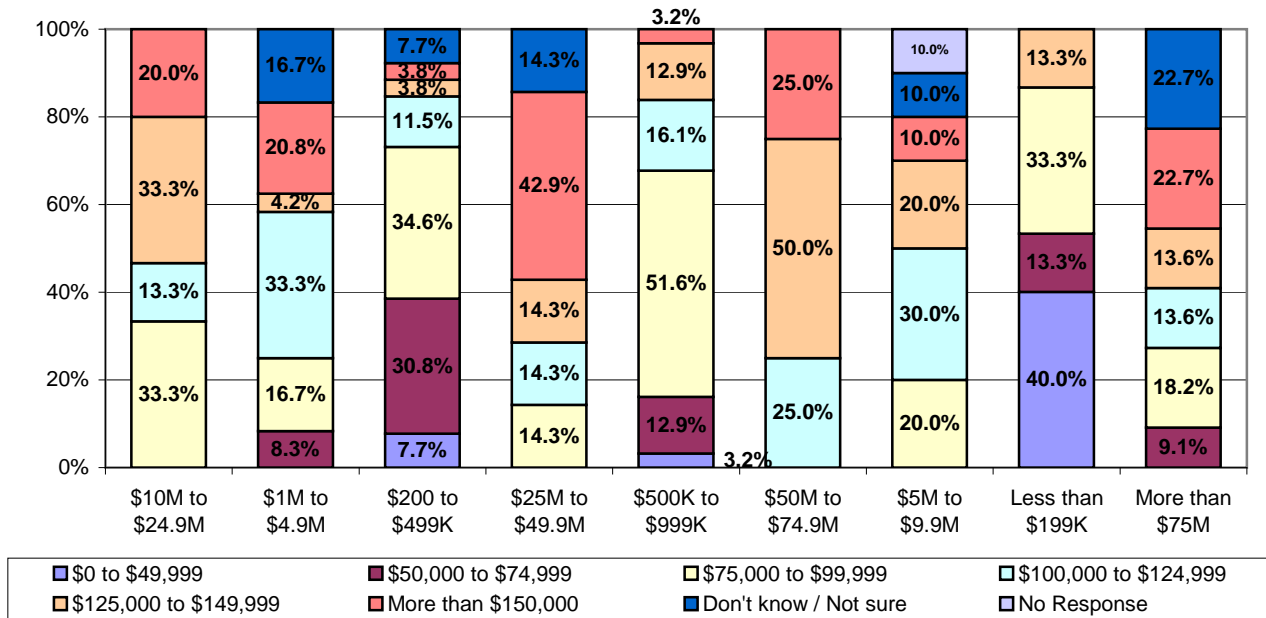


2006 Percentage of Organization Structure by Salary of Agency Leader

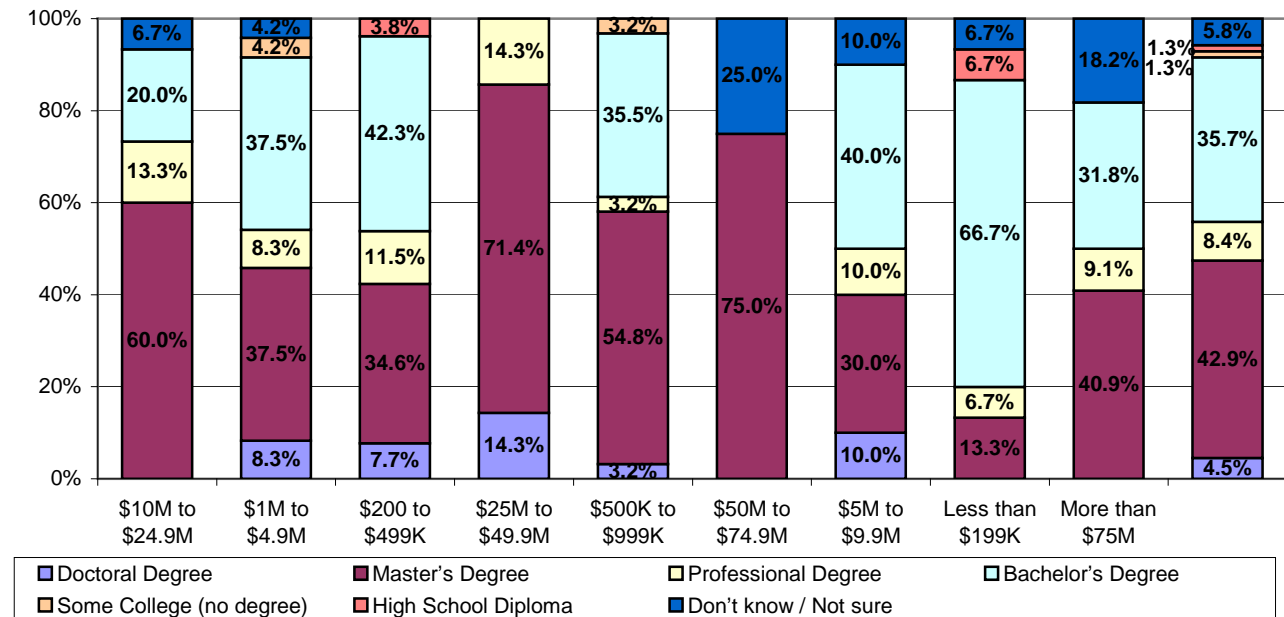


Original Research: 2007 CDFA Development Finance Industry Survey

2006 Percentage of Agency Operating Budget by Salary of Agency Leader

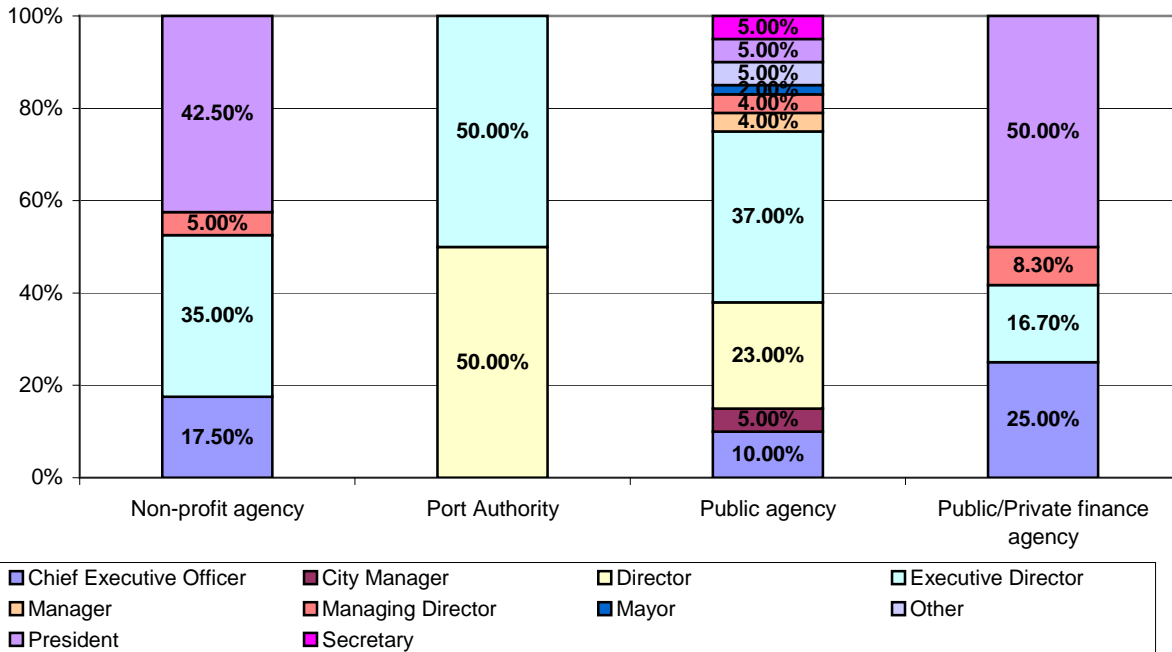


2006 Percentage of Operating Budget by Educational Attainment Level of Leader

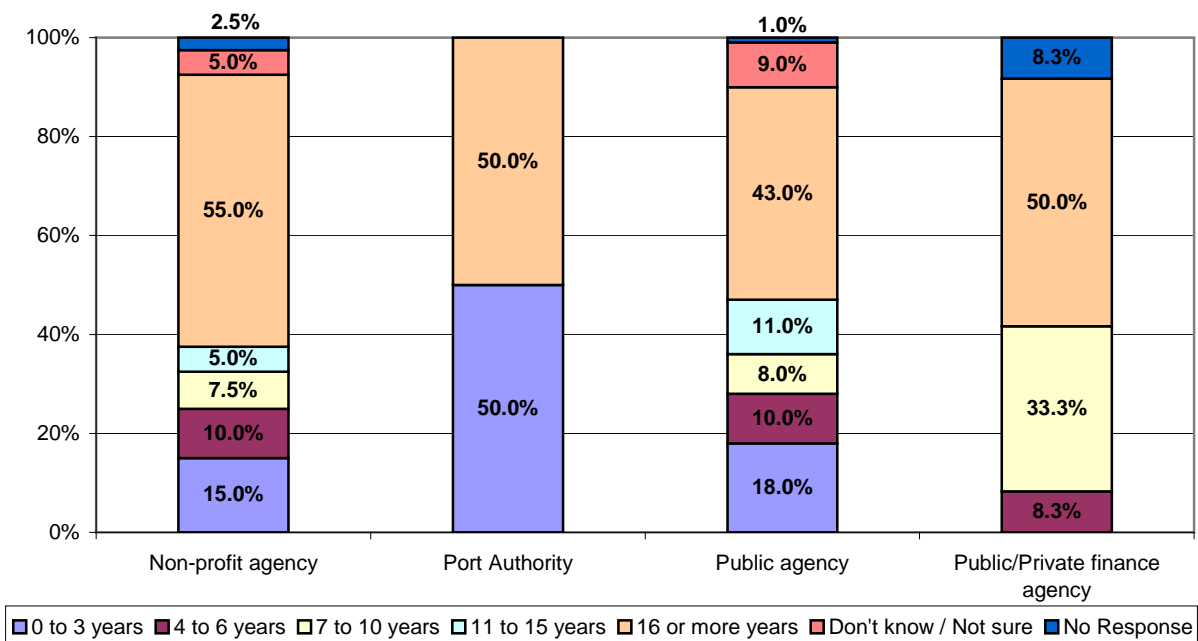


Original Research: 2007 CDFA Development Finance Industry Survey

2006 Percentage of Agency Structure by Title of Agency Leader



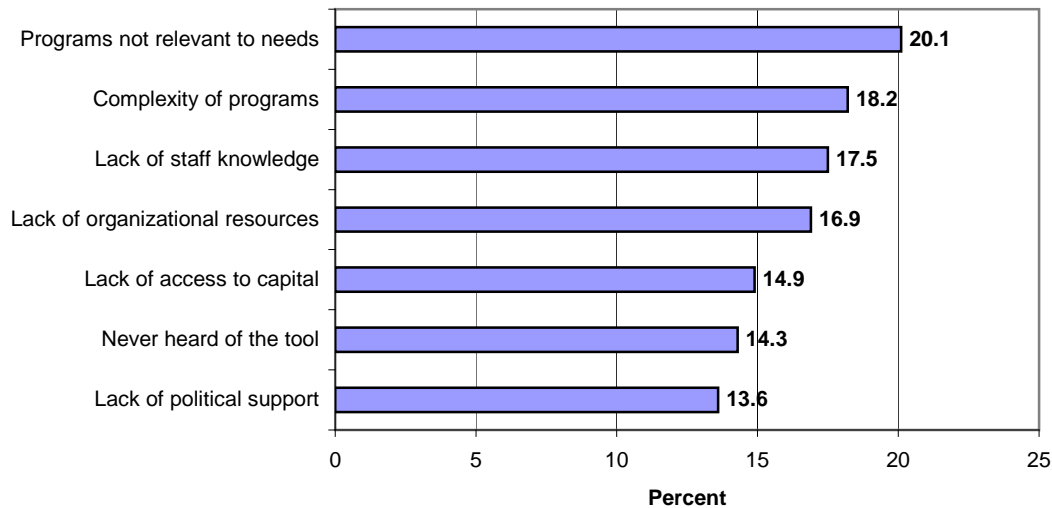
2006 Percentage of Agency Structure by Experience of Agency Leader



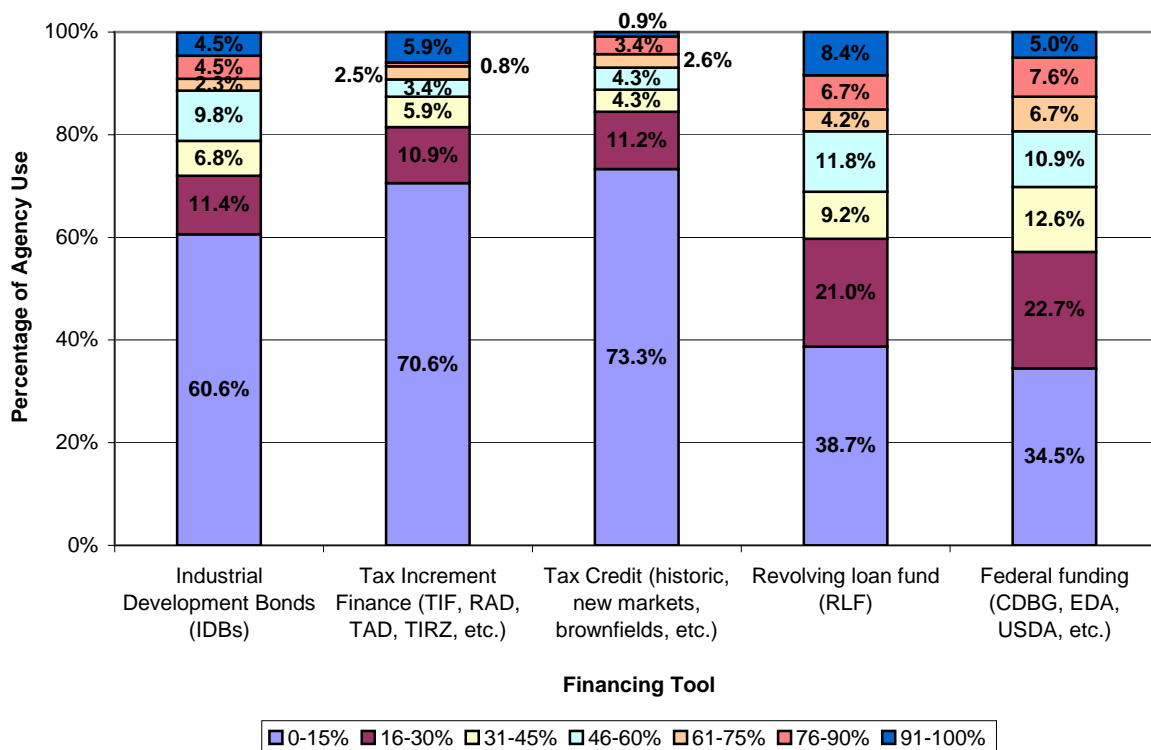
Original Research: 2007 CDFA Development Finance Industry Survey

III. Use of Development Finance Tools

Lack of Tool Use



2006 Percent of Projects Financed Using Tools





Original Research: 2007 CDFA Development Finance Industry Survey

The following chart lists development finance tools and the frequency of their use.

Frequency of Tool Use

Development Finance Tools	Frequently	Rarely	Sometimes	Do Not Use	No Response	Total
Bonds						
Industrial Development Bonds (IDBs)	26.60%	13.60%	23.40%	31.80%	4.50%	100%
501(c)3 Bonds (tax-exempt)	21.40%	9.70%	18.80%	39.60%	10.40%	100%
Mini-bonds (tax-exempt)	3.90%	12.30%	5.80%	62.30%	15.60%	100%
Bank Qualified Bonds	3.20%	11%	14.30%	57.80%	13.60%	100%
Taxable Bond Program	10.40%	20.80%	20.80%	37.70%	10.40%	100%
Targeted Financing						
Tax Increment Finance (TIF)	21.40%	15.60%	15.60%	37%	10.40%	100%
Special Improvement District (SID)	5.80%	14.30%	9.10%	54.50%	16.20%	100%
Business Improvement District (BID)	7.10%	11.70%	9.70%	55.80%	15.60%	100%
Special Assessment Programs (non SID, BID, TIF, TAD, RAD, etc.)	9.70%	13%	9.10%	50%	18.20%	100%
Lending Programs						
Brownfield Loans	7.80%	19.50%	11%	42.90%	18.80%	100%
General Revolving Loan Funds (RLF)	40.30%	7.10%	19.50%	21.40%	11.70%	100%
Loan Guarantee Program	17.50%	17.50%	15.60%	35.70%	13.60%	100%
Grant Program (development projects)	21.40%	16.90%	22.70%	27.90%	11%	100%
Miscellaneous Programs						
Tax Abatements	21.40%	9.70%	21.40%	35.70%	11.70%	100%
SBA 504 Loan Program	10.40%	9.70%	20.80%	46.10%	13%	100%
Small Business Revolving Loan Fund (RLF)	22.70%	12.30%	16.90%	32.50%	15.60%	100%
Venture Capital Loans	7.10%	16.90%	9.70%	48.10%	18.20%	100%
Alternative Equity Finance Programs	0.60%	10.40%	10.40%	59.10%	19.50%	100%
Grant Program (small business)	7.80%	18.20%	14.90%	43.50%	15.60%	100%
Tax Credit Programs						
State Historic Tax Credits	1.90%	19.50%	10.40%	51.30%	16.90%	100%
Federal Historic Tax Credits	2.60%	19.50%	9.70%	50.60%	17.50%	100%
General State Tax Credits	10.40%	15.60%	11%	46.10%	16.90%	100%
New Markets Tax Credits	5.20%	27.30%	7.10%	44.80%	15.60%	100%
Brownfields Tax Credits	2.60%	20.80%	8.40%	48.10%	20.10%	100%
Federal Government Programs						
Community Development Block Grants (CDBG) & Other HUD Programs Funding	33.80%	10.40%	18.80%	23.40%	13.60%	100%
Economic Development Administration (EDA) Programs Funding	16.90%	14.30%	22.70%	35.10%	11%	100%