



COMMUNITY INVESTMENT TRUST: ON-RAMP TO FINANCIAL INCLUSION

AFFORDABLE, LOSS-PROTECTED COMMERCIAL REAL ESTATE INVESTING
MODEL FOR NEIGHBORHOOD INVESTORS

2023 East Portland CIT Progress Report

Report Highlights

Part 1: Outcomes of 2023

Part 2: 6-year progress

Part 3: National implementation
progress

Part 4: Investors' feedback:
How has CIT investment impacted
you?

Outcomes of 2023

“I feel a sense of accomplishment I completed the classes with success. I made a concerted effort every single month to set aside my monthly investment. I’m very proud of myself and I feel a sense of pride because I am a owner.”

Rachell, CIT investor

Outcomes at 12/1/2023

Net Invested Amount by community investors: \$535,000	Total outstanding common of 34,056 shares held by 244 shareholders.	Total value of outstanding shares: \$648,000 (\$19.02/share)
Resubscription rate: 90% of 2022 investors continue their investment in 2023	72% invest \$100/mo. 17% invest \$50/mo. 10% invest \$25/mo. 1% invest \$10/mo.	35 investors cashed out \$72,000 and 16 of them re-subscribed to keep investing
2 in-person Owing to Owning courses	<u>EPCIT's Board Governance Expansion</u> : the 2 paths to investor-led governance	88% occupancy of Plaza 122 (27 diverse non-profit and for profit tenants)

Expanding EP CIT Board

Investor-led governance has long been recognized as an important objective of the EPCIT Board.

How to include investors and increase their capacities - so that they are confident and competent in making the appropriate decisions for the CIT?

6 community investors were selected as finalists and are going through Governance training course “from Owning to Governing”

The 2 paths to investor-led governance

1

Governance Board

2 most-ready investors will be elected to the board

2

Advisory Committee

- A reserve of board-ready trained investors
- Ongoing capacity building through collaborative processes
- Advise the governance board on specific topics and areas, such as financial projection, community engagement, and tenant relations.

2023 Resubscription survey

83% visited organizations at Plaza 122
since becoming an investor

45% made other investments

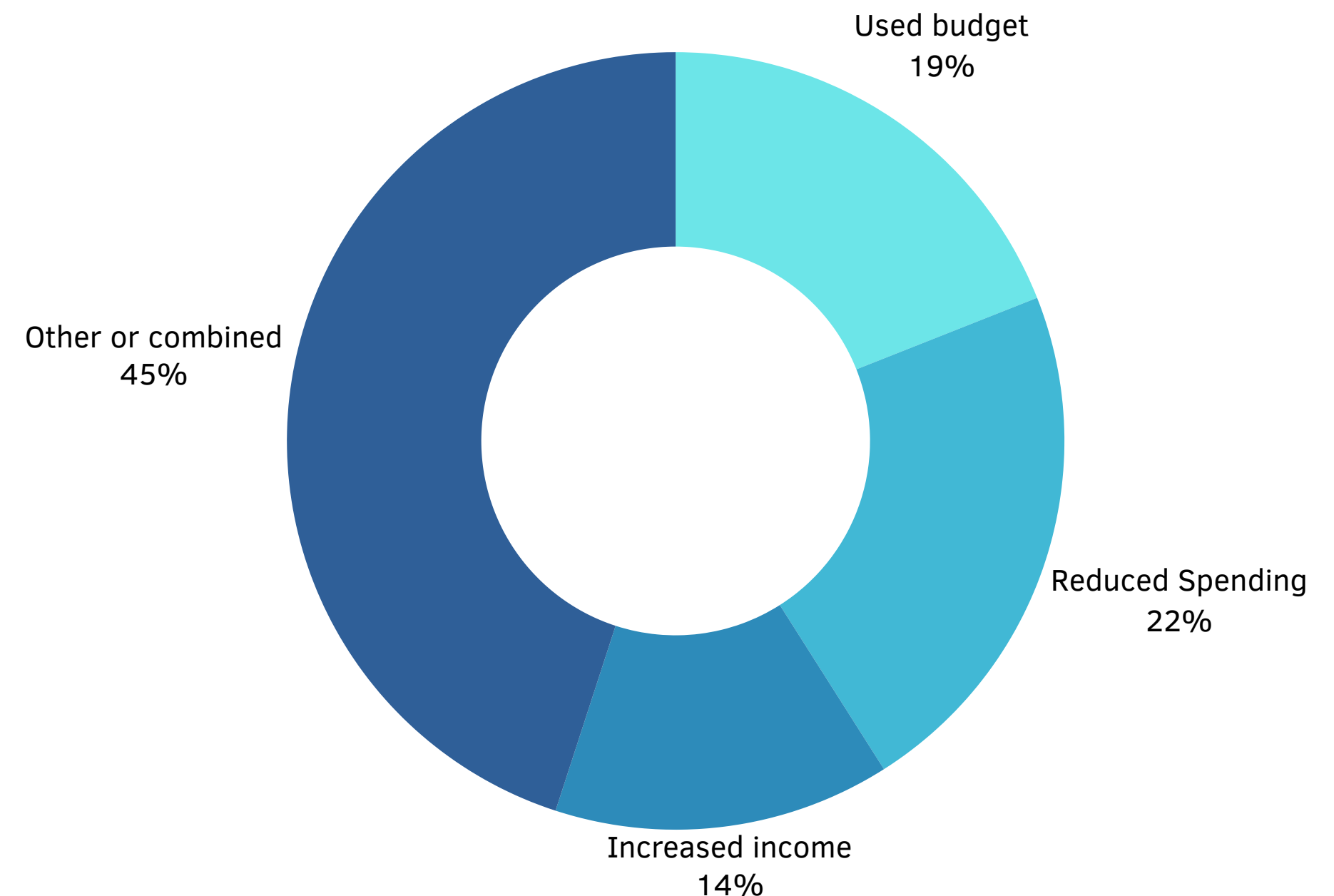
65% are more involved in community

54% positively changed credit score

Will recommend CIT to others:

72% “I already have and will again!”

23% “Extremely likely”



6-year progress

“It has been a wonderful way to feel
connected to my community and a
great way to save money”
Beverly, CIT investor

(2017-2023)

Total
investors:
328

Total graduates
of O20: **517**

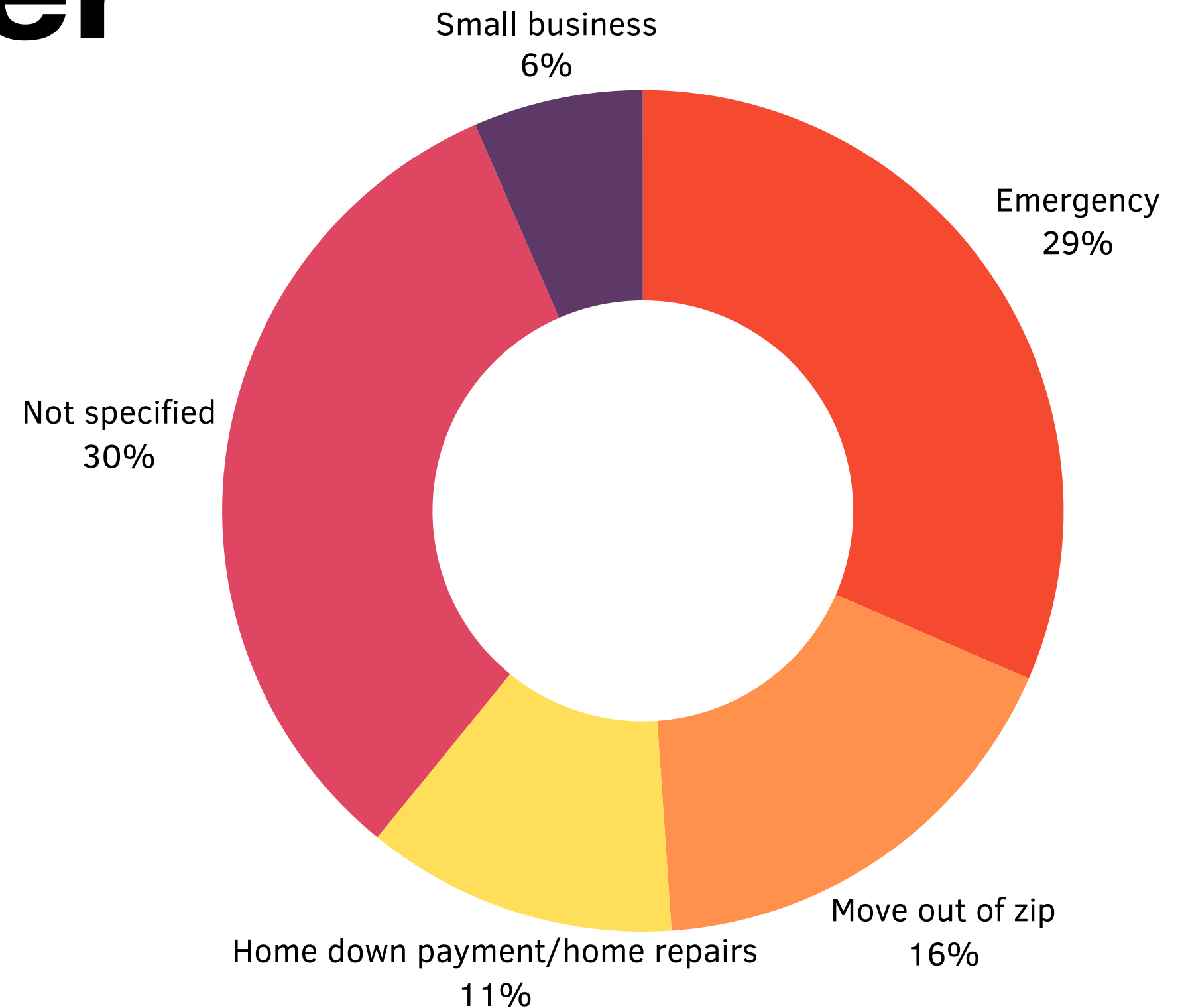
7.6% average
dividend

Share price from
\$10 in 2017-
\$19.02 in 2023

Cash outs over the years

80 investors cashed out **\$146,287**

Average resubscription % after
cashing out **31%**



Demographic

44% Born outside USA

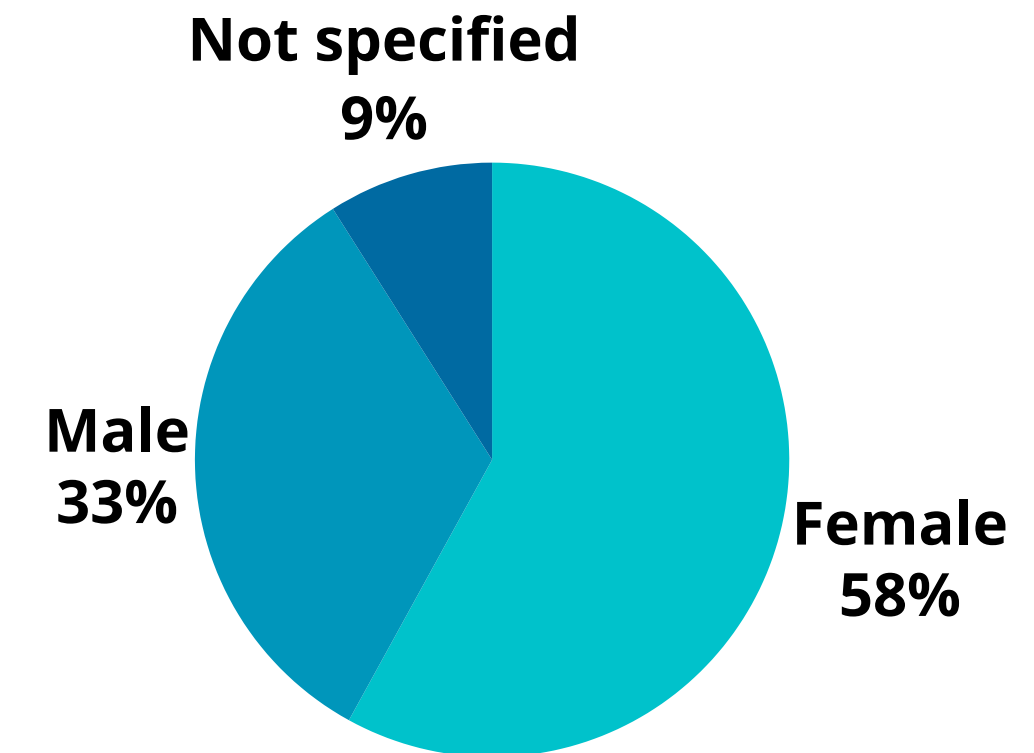
61% Low-income (annual avg 3 person household income less than 80% MFI)

Majority first time investors

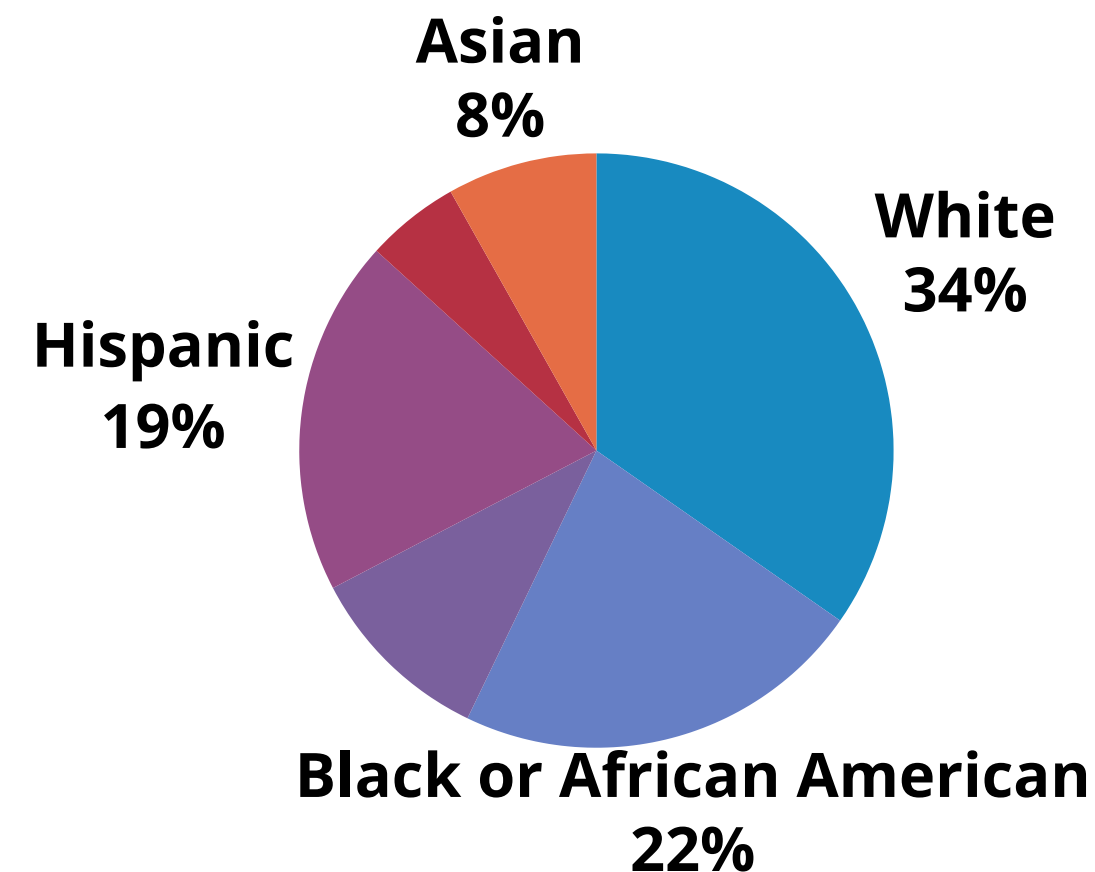
Majority renters

65% employed for wages, **14%** self-employed

Gender



Ethnicity



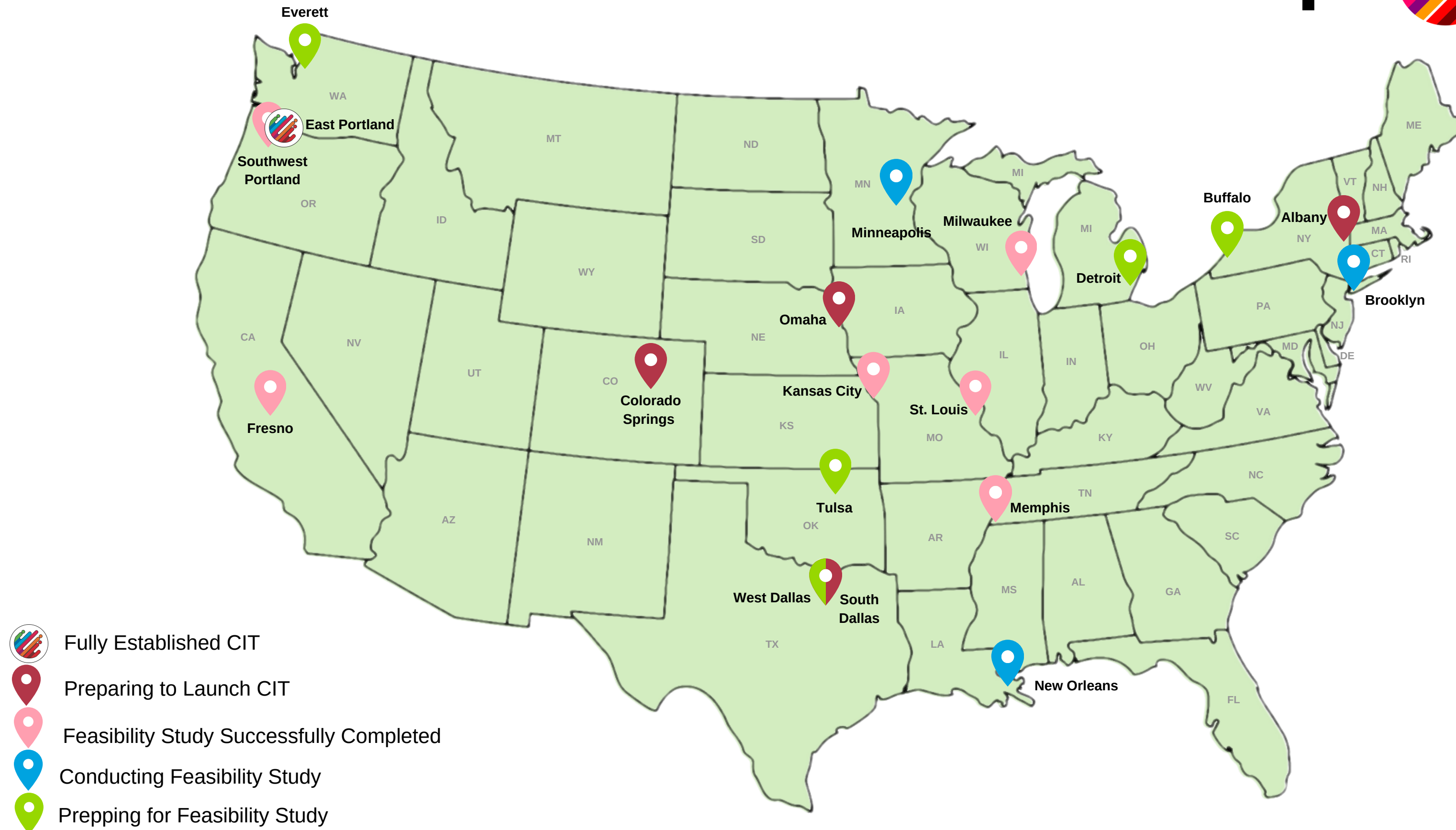
National implementation progress

In 2023, with the support from JP Morgan Chase Foundation, we've been working with 8 organization from [Detroit, MI](#) | [Albany, NY](#) | [Brooklyn, NY](#) | [New Orleans, LA](#) | [Dallas, TX](#) | [Tulsa, OK](#) | [Minneapolis, MN](#) | [Everett, WA](#) who are working towards CIT Implementation.

[17 cities](#) have already [completed](#) the CIT Feasibility Study and [2 cities](#) (Albany, NY and Omaha, NE) plan on [launching the CIT in 2024](#).

Launched [CIT Community of Practice \(COP\)](#) - an aggregator of shared best practices, impact tracking, problem solving and an alignment of solutions.

CIT National status map



Investors' feedback: How has CIT investment impacted you?



Great savings
vehicle

Que es un
gran esfuerzo.

The investment is
growing to help pay for
a new roof on our home.

Helped
improve my
credit score.
helped me out
of difficult
financial
situations. built
a sense of
community

great
community

Enjoy owning a
part of my
community and
seeing it thrive

Watch
video



Provides the opportunity to
own a part of the
community I live in.

Congratulations
with the 6th
Anniversary!

investcit.com





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