



PRG
PROACTIVE
REALTY GROUP

The ProActive Realty Group, LLC

IMPACT INVESTOR UPDATE

YEAR-END 2020 (2019-2020)

Welcome to Our 2020 Year-End Update

Dear Investors and Stakeholders,

Founded on August 14, 2019, **The ProActive Realty Group LLC** launched with a mission to provide stable, dignified, and affordable housing to America's most underserved communities. Drawing on the **Impact Scoring Model by Howard W. Buffett**, based on census-tract data, we targeted investment zones with high concentrations of poverty, housing burden, and unemployment.

This report covers key metrics and activities from August 2019 to calendar year 2020.

A handwritten signature in black ink that reads "Dr. Canaan Van Williams". The signature is fluid and cursive, with a large, stylized "W" at the end.

Dr. Canaan Van Williams
Managing Founder

Contact us at Invest@proactivefunds.com or 1-800-626-2089

Poverty Context: Orangeburg County 2019–2020

Our focus in Orangeburg was intentional, grounded in stark socioeconomic trends:

- **Poverty count** fell from **21,821 individuals in 2019** to **15,695 in 2020**¹—but even at its lower point, nearly **16,000 people** were experiencing poverty.
- In 2019 the **poverty rate stood at ~26.3%**, dropping to **19.1% in 2020**.
- Among all U.S. counties, Orangeburg’s poverty rate remained alarmingly high: over **2.5x** the national average².
- You can see post-images [here](#).

These data confirm the deeply entrenched need for affordable housing in our impact zones.

Financial Performance (2018 – 2020)

Income	2018	2019	2020
Rental Income	\$79,526	\$117,368	\$145,132
Sales, Units		\$89,850	\$0
Total	\$79,526	\$207,218	\$145,132
YoY Growth (%)		161%	-30%
Expenses			
Salary			
Benefits			
Contract Labor	\$30,939	\$8,421	\$4,512
Supplies	\$54	\$11,722	\$5,100
Repairs & Maintenance	\$1,949	\$3,666	\$0
Purchased Services	\$11,550	\$5,750	\$6,798
Utilities	\$11,716	\$8,940	\$16,422
Legal & Professional Fees	\$2,120	\$6,760	\$4,750
Insurance	\$2,780	\$3,385	\$7,048
Trash	\$3,357	\$2,670	\$9,700
Other, Including Setup Fee:	\$7,200	\$1,428	\$3,652
Total	\$71,663	\$52,742	\$57,982
Net Operating Income	\$7,862	\$154,476	\$87,150
Interest	\$1,056	-	\$28,503
Taxes	-	-	-
Depreciation	-	-	-
Amortization	-	-	-
Net Income	\$6,806	\$154,476	\$58,647

¹ [Source](#)

² [Source](#)

Properties in Our Portfolio

A. Harvey, Illinois Portfolio – 12 Units (Two 6-unit Properties)

- Purchased in 60426, a high-impact zone per our scoring model.
- Renovations planned but **postponed due to COVID-era capital constraints**, underscoring the urgent need for deeper equity to activate these units.

B. Orangeburg, South Carolina – 187-Space Manufactured Home Park

Located in an **Opportunity Zone**, this site served as our anchor project during the pandemic response.

2020 Impact Highlights

Using strategic capital, we:

- Leveraged **\$567,800 in COVID-19 housing support** (SC Stay)
- Enabled over **50 resident homeownerships**
- Created **12 temporary jobs** and engaged **5 part-time contractors**
- Completed vital **infrastructure upgrades** (roads, drainage, mailboxes)

Invested in maintenance essentials (zero-turn mower, weed eater, tools).

Resident-Centered Policies

The ProActive Realty Group LLC prioritizes housing retention through resident-centered policies and continues to collaborate with local housing assistance programs and wraparound service providers. This includes personalized expulsion prevention strategies and structured support processes:

- Personalized eviction prevention strategies
- Rent payment plans and hardship waivers
- Close collaboration with local legal aid and housing advocates
- Zero-tolerance policy on criminal activity that endangers community safety

Case Study: Ms. A – A Schoolteacher and single mom of three children

Ms. A represented more than one story—we pre-paid four months of housing, partnered with SC Stay, and gave her the space to weather job disruption and cement her position as a homeowner.

Sustainability & Management

Use of Proceeds:

- Energy efficient LEED renovations in Multi-Family & New Manufactured Homes
- Develop new manufactured housing communities.
- Implement sustainability initiatives, including AI technology in water systems.
- Support community-focused initiatives with excess returns.

Impact Measurement:

We track outcomes like energy savings, water efficiency (enhanced by AI technology), and resident stability, with 2023 showing marked improvement over 2022. We are committed to continuing these measurements to hit our impact goals in 2023.

Risks:

- Economic and real estate market volatility.
- Dependence on management.
- Renovation challenges (supply chain, weather).
- Environmental liabilities.

Compassionate Expulsion Policy

Expulsions (Evictions) are an ***Absolute last resort***, with a focus on resident dignity:

- **Process:** Manager interventions, payment plans, and extended vacate times.
- **Partners:** HUD, Catholic Charities, and Salvation Army provide aid.
- **Impact:** Reduced evictions foster community stability.

Diversity, Equity & Inclusion

Our community mix ranged across **Black, Hispanic, and White families**, many below **50% AMI**. The average renter saved **30%+** monthly—resulting in more time with family, reduced stress, and greater stability.

Sustainable Impact & SDGs

- **SDG 1 – No Poverty:** Deep rent reduction and homeownership opportunities
- **SDG 6 – Clean Water & Sanitation:** Enhanced infrastructure integrity
- **SDG 11 – Sustainable Communities:** Renewed housing assets without displacement

Measuring Impact & Buffett's Model

Using census-tract analysis aligned with the **Impact Rate of Return** framework:

- **Orangeburg (Census Tract 45075010600):** 73/100
- **Harvey, IL (ZIP 60426):** 78–83/100

Scored metrics included poverty rate, unemployment differentials, racial equity, and cost burden.

Financial Governance & Capital Imperative

Administered by **JTC Group (LON:JTC)**, our fund mechanisms maintain transparency and rigor.

However, the ability to deliver on our strategy—especially renovating the Harvey properties—hinges on raising **additional patient capital**. Our next equity round aims to support:

1. Renovation and activation of 12 units in Harvey
2. Scaling the Orangeburg model into new high-need tracts
3. Backstopping COVID-style rental pre-pay programs for future crises
4. Broadening our **Second Chance Housing Program**

Looking Ahead

As we closed 2020, our roadmap includes:

- Securing a **SC Retail Manufactured Home Dealer License**
- Launching resident outcome tracking surveys
- Deploying capital in new regions based on data scoring
- Structuring catalytic deals with aligned mission investors

Call to Action

We are actively **raising capital** to advance mission-critical renovations, accelerate resident outcomes, and expand our reach. Investments made now will:

- Renovate **12 Harvey units** in ZIP 60426
- Deliver 30%+ rent savings to underserved households

Stabilize family trajectories through affordable homeownership

Disclaimer

This Annual Report is published by **The Proactive Realty Group, LLC**, together with its affiliated funds: **The Proactive Realty Income Fund, LLC** (“Proactive” or “the Firm”). It is provided for general informational purposes only and is intended for a public audience, including current and prospective investors.

This report may contain aspirational goals, illustrative case studies, unaudited performance data, and forward-looking statements. These forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and are inherently subject to known and unknown risks, uncertainties, and other factors—many of which are beyond the Firm’s control—that may cause actual results, performance, or achievements to differ materially from those expressed or implied.

All data, including financial, operational, and impact metrics, is unaudited, may not comply with Generally Accepted Accounting Principles (GAAP), and is subject to change without notice. Some information may be based on internal estimates or obtained from third-party sources deemed reliable but not independently verified.

This report does **not** constitute an offer to sell, a solicitation of an offer to buy, or a recommendation of any security or investment product. It does not constitute legal, tax, accounting, or investment advice. Any investment decision should be made solely based on a thorough review of official offering documents, such as a Private Placement Memorandum (PPM), and in consultation with qualified independent financial, legal, and tax advisors.

Past performance is not indicative of future results. Future returns are not guaranteed. Investment in any Proactive-related entity may involve significant risk, including loss of principal. The Proactive Realty Group, LLC and its affiliates disclaim any obligation to update or revise the information contained in this report to reflect future events, new information, or changes in circumstances, except as required by applicable law.

