

Community Outcomes Strategy

A flexible loan facility providing outcomes-aligned financing to mission-driven organizations that deliver effective solutions for underserved communities.

TYPICAL SIZE

\$1M – \$10M

TERM

<7 years

PRIORITY

Senior Lender

BORROWER BENEFITS

- Access to flexible, mission-aligned working capital at a scale that enables long-term strategic business building
- Interest and principal repayment schedule tied to the timing of the earnings from outcomes-based contracts
- Support to achieve a sustainable business model by enticing or sustaining government funding or other large contracts
- Arm-in-arm partnership with Maycomb Capital that leverages national expertise and a strong network of likeminded investors and leaders

HOW WE WORK

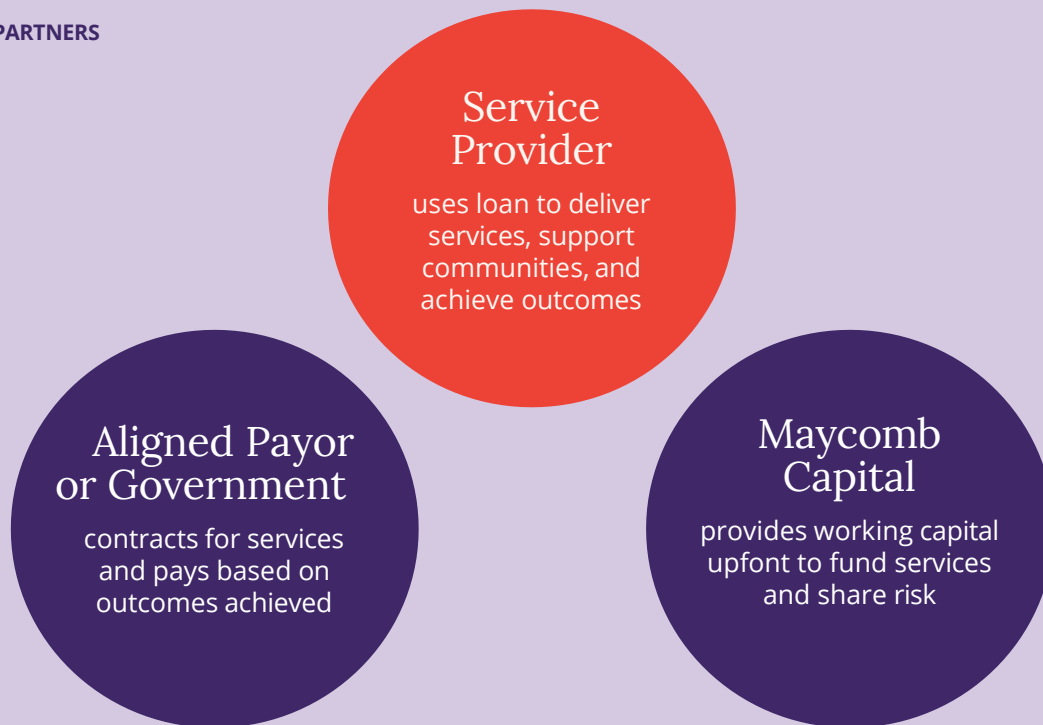
- Develop financial plan in partnership with Borrower to reflect expected outcomes, timing, and payments
- Collaborate and advise on data development, reporting, and budgeting
- Typically loan 80% or more of the project costs
- Fund in multiple tranches to align with operational needs and avoid unnecessary interest accrual by the Borrower
- Lend against outcomes-aligned contracts or funding streams

About Maycomb Capital

Across the country, game-changing social enterprises are improving education, health, and economic outcomes in their community. Yet, organizations are rarely funded based on their impact. Maycomb Capital's Community Outcomes strategy provides outcomes financing—flexible debt that equips service providers with the resources they need and aligns all stakeholders around achieving impact in their community.

Maycomb launched its Community Outcomes work in 2018 and to date has committed over \$60 million across 15 projects in 12 communities. The projects underway are in partnership with a variety of human services providers—both non-profit and for-profit—and public sector entities, including school districts, cities, counties, states, and health systems.

KEY ROLES AND PARTNERS



ILLUSTRATIVE PROJECT

MA Pathways Project – Boston, MA



Loan Details

- **Loan Size:** \$4.5 million, provided over three years in semi-annual tranches
- **Repayment Term:** Six-year repayment term, rolling based on outcome achievement across diversified metrics
- **Services:** English language classes contextualized for employment, alongside rapid employment services and vocational skills training, college prep courses, and wraparound supports
- **Population:** Refugees and immigrants in the Greater Boston area

Outcome Details

\$20K increase in average annual earnings for those receiving occupational skills training

89% average college registration rate for participants in college prep courses, exceeding historical performance

1,800+ immigrants and refugees engaging in economic advancement pathways