Ten years ago, we saw an opportunity to harness the impact investing movement and build new tools at the intersection of the capital markets and public policy to deliver better outcomes for our communities. We’ve made strong progress since, from launching our first Social Impact Bond and establishing our advisory practice, to exploring donor-advised funds, pioneering the Career Impact Bond, and creating new loan options for DREAMers.

In our impact investing work, we see finance as a means for improving lives. Building investments that achieve real impact compels us to focus on what matters: not the number of people served or the deals formed, but the lives transformed.

In our advisory work, we support all types of organizations who strive to strengthen the social infrastructure for the communities they serve. We’ve helped shine a light on how sophisticated evaluation, contracting, and funding can unleash the ingenuity of the public, private, and social sectors.

Of course, we couldn’t do this work without you. To our many colleagues and supporters from corporate, government, nonprofit, and philanthropy over the years, we’re thankful for your partnership.

We look forward to the next decade, as we continue to help build a world where our economic and social systems enable all people to thrive.

With gratitude,

**Tracy Palandjian**

CEO & Co-Founder
$225M in capital mobilized

35,000 people served

600 partners across the public, private, and nonprofit sectors

80 team members
### MILESTONES IN SOCIAL FINANCE HISTORY

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>Social Finance is founded in Boston</td>
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<tr>
<td>2013</td>
<td>First Social Impact Bond in New York State</td>
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<tr>
<td>2014</td>
<td>Public Sector Advisory Practice is founded</td>
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<td>2015</td>
<td>Austin office opens</td>
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<td>2016</td>
<td>Massachusetts Pathways, the first Social Impact Bond to engage donor-advised fund capital, launches</td>
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<tr>
<td>2017</td>
<td>San Francisco office opens</td>
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<tr>
<td>2018</td>
<td>Congress passes Social Impact Partnerships to Pay for Results Act (SIPPPRA)</td>
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<td></td>
<td>First outcomes rate card in the U.S.</td>
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<tr>
<td>2019</td>
<td>First Career Impact Bond</td>
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<td></td>
<td>UP Fund launches to scale Career Impact Bonds</td>
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<tr>
<td>2020</td>
<td>Donor-advised fund, recoverable grant pilots go live</td>
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<tr>
<td>2021</td>
<td>DREAMerFund launches</td>
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<tr>
<td></td>
<td>Workforce Realigned is published with Federal Reserve Banks of Atlanta and Philadelphia</td>
</tr>
<tr>
<td></td>
<td>Washington, D.C. office opens</td>
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</tbody>
</table>

### OUR REACH

![Map of the United States indicating office locations](image)
PROJECT HIGHLIGHTS

ECONOMIC MOBILITY

CHILDREN AND FAMILIES

HOMELESSNESS
ECONOMIC MOBILITY

“Social Finance is an organization that’s really reshaping the way that we think about access to education, training, and jobs in the 21st century, and really rewriting the script on what it means to get the skills to be successful in today’s economy.”

Tom Ogletree, Vice President
Social Impact and External Affairs, General Assembly

“We’re hoping that many more young people who right now can’t pay for college or aren’t able to access coding bootcamps or other types of high-quality training programs that are out there will now have a very different idea of what’s possible for them. And money will not be a barrier anymore.”

Kelly Campbell, Managing Director
Portfolio Strategy and Management, Blue Meridian Partners

The UP Fund

Launch date
2019

Key partners

The work
Social Finance collaborated with impact investors to create the UP Fund, a $50 million portfolio of 8–12 Career Impact Bonds to provide financing and supportive services to help individuals achieve increased economic mobility.

The impact
1,000 people facing barriers to education and employment across the U.S. gained access to career training through partnerships with training providers.

“It kind of jump started my drive. It made me work hard to do this career path and want to grow.”

Daniel Villalta, ADTC Career Impact Bond Graduate, Diesel Technician III, Penske Truck Leasing

Photo by General Assembly.
Massachusetts Pathways to Economic Advancement Social Impact Bond

Launch date
2017

Key partners
The Commonwealth of Massachusetts, Jewish Vocational Service (JVS), and more than 40 impact investors.

The work
Social Finance collaborated with partners to design and manage Massachusetts Pathways, a Pay for Success initiative to help immigrants and refugees in the Boston area access language and job training to move up the economic ladder.

The impact
1,800 people representing 90+ countries of origin and speaking 60+ native languages gained access to language and job training. Participants in the English for Advancement track, one of the initiative’s four programs, earned an average of $3,505 more annually versus the control group.

“Programs like Massachusetts Pathways and Veterans CARE illustrate our administration’s focus on making smart investments in promising evidence-supported programs coupled with rigorous evaluation of results.”

Charlie Baker, Governor, Commonwealth of Massachusetts
“I would like to see Career Impact Bonds and other Social Finance tools be part of the ordinary course for governments, for employees, and for employers to use to have a greater impact on the work that they’re doing today.”

Ed Shapiro, Trustee, The Shapiro Foundation
DREAMers Graduate Loan Program

Launch date
2021

Key partners
TheDream.US, Donald Graham, Ford Foundation, various grantors, and impact investors.

The work
Social Finance is partnering with TheDream.US, a college access and success program for immigrant youth, to develop a $100 million graduate school loan program for students who want to pursue professional degrees but can’t access federal programs due to their immigration status.

The impact
The program aims to provide loans to over 1,000 students over the next five years.

“Our program helps DREAMers fulfill their life’s ambitions but that is not all. It will help diversify the medical, legal, and business professions. Thanks to Social Finance, thousands of DREAMer college graduates will have a chance to become doctors, lawyers, teachers, and much more.”

Donald Graham, Chairman of the Board, Graham Holdings Company
Texas Prevention and Early Intervention Program

Launch date
2018

Key partners
The Texas Department of Family and Protective Services (DFPS) and the Episcopal Health Foundation.

The work
Social Finance designed and helped implement a quality incentive project in which service providers supporting DFPS’ Prevention and Early Intervention program can be rewarded for achieving priority outcomes.

The impact
Improved early childhood support services for more than 42,000 Texas families.

“The Social Finance team helped us operationalize tools to analyze and understand outcomes for our nine diverse programs that serve almost 60,000 children and youth every year. From design to implementation, they provided consultation and technical assistance that has been professional and specialized.”

Sarah Abrahams, Deputy Associate Commissioner, Prevention and Early Intervention, Texas Department of Family and Protective Services
First 5 Riverside

Launch date
2017

Key partner
Key Partner: Riverside County, California Children and Families Commission.

The work
Social Finance worked with First 5 Riverside to increase access to home developmental screenings and behavioral health services for children, address program funding challenges, and incentivize better service provider performance.

The impact
Improved home visiting services for more than 1,400 parents and 650 children.

“Social Finance has been a great asset in helping us develop a pilot scorecard relating to our home visiting programs. The team guided our collaborative efforts and helped us to develop improved communication strategies with our existing partnerships, which also support how we engage with future partnerships as well.”

Piera Causley, Administrative Services Manager, First 5 Riverside
Connecticut Office of Early Childhood Outcomes Rate Card

Launch date
2017

Key partners
Connecticut Office of Early Childhood (OEC) and The Hartford Foundation for Public Giving.

The work
Social Finance created an outcomes rate card to incentivize service provider performance through bonus payments for achieving full-term births, family stability, caregiver employment, and other positive outcomes.

The impact
Improved early childhood support services for more than 2,600 families in Connecticut.

“The partnership with Social Finance has provided OEC the opportunity to implement multiple iterations of the outcomes rate card, and realign and renew the agency’s vision for the evidence-based home visiting program. OEC is grateful for Social Finance’s vision, collaboration, and support. We look forward to many more years of partnership.”

Ashley McAuliffe, Family Support Division Director, Connecticut Office of Early Childhood
Home for Good Pay for Success Project

Launch date
2019

Key partners
Municipality of Anchorage, Alaska, and United Way of Anchorage.

The work
Social Finance brought together United Way of Anchorage and 20+ government, nonprofit, and philanthropic organizations to launch and manage a Pay for Success project to help residents of Anchorage experiencing homelessness access permanent housing and supportive services.

The impact
The project aims to house 150 Anchorage residents experiencing homelessness, with a particular focus on Alaska Natives.

“The full consequences of extreme trauma, untreated severe mental illness, fetal alcohol spectrum disorder, physical disabilities, or addiction don’t develop overnight and won’t end overnight. Lasting improvement is a long journey. And the data we now have confirms we are on the right path.”

Mike Abbott, CEO, Alaska Mental Health Trust Authority
HOMELESSNESS

Homelessness in Ventura County

Launch date
2019

Key partners
Ventura County, California; the City of Oxnard, California; and the City of Ventura, California.

The work
Social Finance worked with public officials across 13 county and city departments to analyze public service usage data linked to persistent homelessness and examine existing costs and overlaps to shape future prevention efforts.

The impact
The analysis was used to design a supportive housing proposal and helped Ventura County win a $2.2 million grant from the U.S. Department of Justice and earn a finalist spot for a $3 million award from the U.S. Department of the Treasury.

“To meaningfully address persistent homelessness, we have to first understand its human and economic costs. Social Finance helped us do that in Ventura County, collecting and contextualizing key data to help us inform future discussions on ending homelessness.”

Christy Madden, HUD Program Manager, Ventura County, California

Photo by Dimi Katsavarris.
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August 2021

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