

DELIVERING THE CAPABILITY TO ENDURE

McColm & Company (McCO) helps impact investors understand local context, capabilities, and practices, along with the social, economic, and environmental drivers of change that are critical to successful and effective impact investments. We are a mission-driven impact consulting and cross cultural advisory firm working to help our clients achieve sustainability. We do this by applying triple bottom line thinking, lean start up approaches, and human centered design to their investments and projects. McCO specializes in working to build the capacity of local organizations and social enterprises, particularly those working to catalyze change in post conflict and fragile states.

IMPACT BY EXECUTION

The McCO team has over 15 years of experience building the capacity of NGOs globally and assisting civil society groups in generating revenue through social enterprise. We have worked to strengthen the organizational capacity and effectiveness of civil society groups in more than 35 countries. Our team has tackled issues as diverse as refugees and IDPs, digital literacy, entrepreneurship, sex trafficking, diaspora engagement, artisanal craft, and child protection.



CORE SERVICES

CAPACITY BUILDING

Human capacity is key in order for an impact investment to succeed and drive social or environmental outcomes. Our team helps investors identify the strengths and weaknesses of local partners, correct and strengthen systems, and develop new skills through intensive mentoring, training, and facilitation offerings.

DUE DILIGENCE

Constructing a complete understanding of an impact investment opportunity is critical to success. McCO understands the way people in developing and fragile states do business and we apply this knowledge to conduct comprehensive and reliable due diligence on local partners, suppliers, and investment opportunities for investors.

PROJECT MONITORING

Consistent third party project monitoring helps keep impact investments on track and enables advisors and local partners to pivot and iterate when a model isn't working before damage is done. Our team has the capability to provide regular site visits to evaluate progress or assist investors in designing remote monitoring programs that they can manage.

As a compliment to our bespoke consulting services, McCO offers a selection of off the shelf facilitation, assessment, and training services that can help impact investors or their investees achieve sustainability in their operations and programs. The services below can be combined or customized as needed to ensure the best value for the organization and their precise needs.

FACILITATION

- Business Model Generation
- Marketing Plan Generation
- Strategic Analysis & SWOT
- Strategic Planning
- Vision, Mission & Organizational Identity

ASSESSMENTS

- Impact Analysis
- Market & Value Chain Analysis
- OFAC/SDN Review
- Organizational Capacity
- Program Correction Assessment
- Stakeholder Analysis

TRAINING

- Mini-MBA for Social Enterprises
- Social Enterprise Modeling
- The Lean Start Up Approach for NGOs & Social Enterprises
- The Triple Bottom Line for NGO's and Social Enterprises

PORTFOLIO & PROJECTS

CAPACITY BUILDING

- Provided business analysis and subject matter expertise to a project designed to accelerate quality jewelry production by artisans in Kabul, overseeing product iterations, mentoring local artisans, and scaling workshop capacity.
- Advising and mentoring a U.S. 501c3 on their efforts to scale digital literacy programs to new communities of young Afghan women and attract impact investment in their social enterprise. Providing organizational capacity support, monitoring and evaluation design and impact evaluation support.

DUE DILIGENCE

- Assessed the organizational capacity and production capacity of a Karachi-based not-for-profit social enterprise seeking a partnership and potential impact investment from a U.S. client. Conducted field work in rural areas of Sindh province, conducted market assessment and demand analysis for craft products produced by the NGO, providing client with comprehensive and objective data for informed decision making.
- Conducted OFAC Specially Designated National (SDN) review of local partners for a U.S. client.

PROJECT MONITORING

- Provided production oversight and quality control for a U.S.-based, not-for-profit social enterprise sourcing jewelry from Afghanistan that resulted in the first large quantity cast jewelry order to ship from Afghanistan at international quality standards.

Our team has successfully provided services on almost every continent and has broad cross cultural competence. We know how businesses and organizations customarily operate in a variety of country and cultural contexts and apply this knowledge to the expectations of investors in order to facilitate communication and understanding. We've successfully worked in a variety of countries, including:

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| • Afghanistan | • Kenya | • South Sudan |
| • Brazil | • Myanmar | • Sudan |
| • India | • Nepal | • Tanzania |
| • Iraq | • Pakistan | • Thailand |



OUR COMMITMENT

McColm & Company has worked with a number high net worth individuals and angel networks to assist in designing, monitoring and evaluating their impact investments. We respect, value, and prioritize the privacy of our clients and operate with discretion. We maintain the confidentiality of our clients.

CONTACT & CONNECT

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