CAPITAL TYPE MATCH TABLE: PHILANTHROPIC + FLEXIBLE CAPITAL

Use these when the Engine 1 bet is impact-heavy, easy to explain, or promising but too uncertain for conventional repayment.

Capital Type	Engine 1 strategies best suited for this capital	Why it fits
Grants	**Best fit:** employee success strategies where impact is clear but direct revenue payback is weak. Examples: improve intake/matching; standardize work-based training; retention/attendance; economic power practices; add credentials; career pathways/transitions; job placement and employer partnerships; participant employee voice; employee success data. Flexible general operating grants can also fund low-payback business improvements. Examples: customer retention systems, pricing/contract term support, and quality/process improvements tied to mission/jobs.	No repayment. Strong when the work is proven, high-impact, and the business model does not yet cover the full business cost. Watch for restricted uses, milestones, deliverables, and reporting burden.
Crowd-Funded Donations	**Best fit:** concrete, human-centered participant employee needs. Examples: transportation, childcare referrals/supports, food supports, uniforms, tools, emergency assistance, credential fees, retention supports, and small visible supports connected to participant success.	No repayment. Works when the impact is easy for an average person to understand and feel connected to. Less ideal for complex back-office improvements or large ongoing operating gaps because many donors must be engaged.
Recoverable Grant	**Best fit:** riskier quick bets with a route to positive cash flow or funder-defined milestones. Examples: reach more similar customers; product/service variations; upsell or bundle offerings; improve customer retention; improve pricing/contract terms; improve quality; or measurable outcomes.	Softer than conventional debt: may be repaid or written off as a grant. Good when the bet is promising but too uncertain for a term loan or line of credit.

Prompt for use: "I need capital / funds for my Engine 1 to __________." Then use this table to ask which capital type is best matched to that specific use of funds.

CAPITAL TYPE MATCH TABLE: DEBT + EQUITY CAPITAL

Use these when repayment, receivables, asset value, or investor-return logic is credible enough to justify repayable or ownership capital.

Capital type	Engine 1 strategies best suited for this capital	Why it fits
Bridge Loan **Debt**	**Best fit:** immediate cash needs while waiting for committed money. Examples: staffing, payroll, inventory, or delivery costs for signed contracts; reimbursable grants/contracts.	Short-term timing tool. Use when incoming revenue or funding is guaranteed or highly reliable but arrives after costs are incurred.
Term Loan **Debt**	**Best fit:** cash-flow-positive Engine 1 projects. Examples: equipment, vehicles, facility improvements, production tools, durable technology systems, proven product/service variations, and quality upgrades that increase revenue or margin.	Repay over a fixed period. Good for durable assets or proven growth costs when current or predictable cash flow can support debt service.
Line of Credit (LOC) **Debt**	**Best fit:** recurring working-capital needs. Examples: slow-paying customers, seasonal demand, payroll/supplies for larger contracts, inventory for product variations..	Flexible revolving debt for cash-flow timing. Best for a cash-flow-positive business with clients that may take a while to pay; not for permanent losses.
Equity **Ownership**	**Best fit:** LLC/for-profit Engine 1 business growth. Examples: strengthen operational capacity; reach more similar customers; product/service variations; quality or systems upgrades that build enterprise value and can support investor return. Less suited to standalone mission supports.	No fixed repayment schedule, but investors receive ownership and need plausible return or exit. Not applicable to nonprofit organizations and requires legal/ownership clarity.

Prompt for use: "I need capital / funds for my Engine 1 to __________." Then use this table to ask which capital type is best matched to that specific use of funds.