Social Finance is offering free technical assistance to prepare your Results Act application

The Social Impact Partnerships to Pay for Results Act (the Results Act) established a $100 million fund to help state and local governments launch Pay for Success (PFS) initiatives to improve outcomes for people and communities. The U.S. Department of Treasury is administering the Results Act fund and is expected to release a Request for Proposals in February 2019.

Social Finance is offering free technical assistance (TA) to up to four government partners. Social Finance will dedicate a project team to each government partner for up to four months to design a PFS project and support the submission of a Results Act application in 2019.

Results Act funding will support communities in addressing chronic social issues ranging from maternal and child health, recidivism, and workforce development, to name a few.

Learn more at socialfinance.org/SIPPRA

Who can apply for free technical assistance?

State and local (county or city) governments interested in applying to the Results Act for matching outcome payments are eligible to apply for free TA from Social Finance. The Results Act has allocated up to $75M in funding to support outcomes payments.

What are outcomes payments? In a PFS project, government enters into a performance-based contract and commits to make "outcome payments" upon achievement of specified outcomes, as measured by a third party. The service provider's operating costs are funded through private impact investor capital, and those investors are repaid from outcome payments made by government. **Please note: Results Act funding will likely require matching outcomes funding from applicants.**

Why is technical assistance needed?

The Results Act requires government applicants to develop a fully detailed PFS project proposal to win an award. The legislation requires governments respond to 36 questions, including:

- Selecting outcome metrics
- Identifying evidence-based intervention(s)
- Defining payment terms
- Selecting evaluation methodology
- Valuing benefits to all levels of government
- Identifying project partners with PFS experience

Please see Appendix B for a full list of application requirements as listed in the Results Act. Social Finance has significant experience addressing these requirements, which are typical for PFS project development. While we anticipate these questions to be included in requests for funding, the final list of requirements is subject to the Treasury's Request for Proposals in February 2019.

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Why partner with Social Finance?

Social Finance is one of the most experienced PFS intermediaries in the country. We have launched eight PFS projects mobilizing $85 million in private capital to meaningfully improve the lives of over 10,000 individuals. We are leading the development of 11 PFS projects; have been awarded five federal-level grants to develop 15 projects; and have conducted over 50 PFS feasibility studies across diverse issue areas and geographies.

I'm interested! How do I apply?

To apply, please answer the application questions below (in a Word document or email) and send responses to SIPPRA@socialfinance.org. We will begin reviewing applications on December 17, 2018 on a rolling basis. If your application is selected, we will reach out to schedule an interview to discuss your proposal in more detail. We will select up to four jurisdictions and expect to begin providing TA in early 2019.

Additional resources and questions

Please email questions to SIPPRA@socialfinance.org. Updates to the competition, answers to FAQs, and additional resources will be posted at socialfinance.org/SIPPRA/competition, including:

- Template of Pay for Success project design options
- Template Pay for Success contract

Application Questions

Application submission by:
- Name, Title, Email address, Phone number
- Full name of agency/department
- Jurisdiction (city / county / state)

Section 1: Describe your proposed project. *Suggested length: 750 words*
- Describe the policy priority or problem(s) you want to address.
- What population(s) (e.g., justice-involved adults) will be targeted?
- Are there existing interventions that you have explored or are currently being implemented to address this problem?

Section 2: Describe your agency/department and expected role. *Suggested length: 250 words*
- Who will lead the PFS project at the executive level? Who will be the day-to-day project manager?
- What other agencies or departments do you expect to be involved in the proposed project?

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Appendix A: Priority Outcomes

The Results Act lists twenty priority outcomes in the following focus areas, though any measurable outcome that results in positive social outcomes and Federal savings may be accepted, allowing for interventions and focus areas not shown here. **Please note: 50% of outcomes funding granted under the Results Act must be used for initiatives that directly benefit children**. The outcomes listed in the Results Act include:

Children & Families	- Increasing the proportion of children living in two-parent families - Reducing incidences and adverse consequences of child abuse and neglect - Reducing the number of youth in foster care by increasing adoptions, permanent guardianship arrangements, reunifications, placements with a fit and willing relative, or by avoiding placing children in foster care by ensuring they can be cared for safely in their own home - Reducing the number of children and youth in foster care residing in group homes, child care institutions, agency-operated foster homes, or other non-family foster homes - Reducing the number of children returning to foster care

Education	- Improving rates of high school graduation - Improving educational outcomes of special-needs or low-income children

Health	- Reducing teen and unplanned pregnancies - Improving birth outcomes and early childhood health and development among low-income families and individuals - Reducing rates of asthma, diabetes, or other preventable diseases among low-income families and individuals to reduce the utilization of emergency and other high-cost care - Improving the health and well-being of those with mental, emotional, and behavioral health needs

Workforce	- Increasing work and earnings by individuals who are unemployed for 6+ consecutive months - Increasing employment and earnings of individuals between 16-25 years of age - Increasing employment among individuals receiving Federal disability benefits - Reducing the dependence of low-income families on Federal means-tested benefits - Improving the financial stability of low-income families - Increasing the independence and employability of individuals who are physically or mentally disabled

Criminal Justice, Housing, Veterans	- Reducing recidivism among juvenile offenders, individuals released from prison, or other high-risk populations - Reducing the rate of homelessness among vulnerable populations - Improving the employment and well-being of returning U.S. military members

Appendix B: Results Act Application Requirements

Application Requirements for Results Act Outcomes Funding

Project and Intervention	• The outcome goals of the project. • The project timeline. • A description of each intervention in the project and anticipated outcomes of the intervention. • Rigorous evidence demonstrating that the intervention can be expected to produce the desired outcomes. • The target population that will be served by the project. • The expected social benefits to participants who receive the intervention and others who may be impacted. • A plan for delivering the intervention through a social impact partnership (PFS) model. • A summary of the unmet need in the area where the intervention will be delivered or among the target population who will receive the intervention. • The criteria used to determine the eligibility of an individual for the project, including how selected populations will be identified, how they will be referred to the project, and how they will be enrolled in the project. • The capacity of the service provider to deliver the intervention to the number of participants the State or local government proposes to serve in the project. • A description of whether and how the State or local government and service providers plan to sustain the intervention, if it is timely and appropriate to do so, to ensure that successful interventions continue to operate after the period of the social impact partnership.
Financing and Payments	• Projected Federal, State, and local government costs and other costs to conduct the project. • Projected Federal, State, and local government savings and other savings, including an estimate of the savings to the Federal Government, on a program-by-program basis and in the aggregate, if the project is implemented and the outcomes are achieved as a result of the intervention. • If savings resulting from the successful completion of the project are estimated to accrue to the State or local government, the likelihood of the State or local government to realize those savings. • The proposed payment terms, the methodology used to calculate outcome payments, the payment schedule, and performance thresholds. • Any potential payment disputes related to the outcomes of the evaluation. • The project budget.
Evaluation and Partner Information	• The evaluation design. • The metrics that will be used in the evaluation to determine whether the outcomes have been achieved as a result of the intervention and how the metrics will be measured. • An explanation of how the metrics used in the evaluation to determine whether the outcomes achieved as a result of the intervention are independent, objective indicators of impact and are not subject to manipulation by the service provider, intermediary, or investor. • A summary explaining the independence of the evaluator from the other entities involved in the project and the evaluator's experience in conducting rigorous evaluations of program effectiveness including, where available, well-implemented randomized control trials on the intervention or similar interventions. • A description of the expertise of each service provider that will administer the intervention, including a summary of the experience of the service provider in delivering the proposed intervention or a similar intervention, or demonstrating that the service provider has the expertise necessary to deliver the proposed intervention. • An explanation of the experience of the State or local government, the intermediary, or the service provider in raising private and philanthropic capital to fund social service investments. • The detailed roles and responsibilities of each entity involved in the project, including any State or local government entity, intermediary, service provider, independent evaluator, investor, or other stakeholder.

Intermediary Information	• The mission and goals of the intermediary.
	• Experience and capacity for providing or facilitating the provision of the type of intervention proposed.
	• Information on whether the intermediary is already working with service providers that provide this intervention or an explanation of the capacity of the intermediary to begin working with service providers to provide the intervention.
	• Experience working in a collaborative environment across government and nongovernmental entities.
	• Previous experience collaborating with public or private entities to implement evidence-based programs.
	• Ability to raise or provide funding to cover operating costs (if applicable to the project).
	• Capacity and infrastructure to track outcomes and measure results, including—
	    • Capacity to track and analyze program performance and assess program impact; and
	    • Experience with performance-based awards or performance-based contracting and achieving project milestones and targets.
	• Role in delivering the intervention.
	• How the intermediary would monitor program success, including a description of the interim benchmarks and outcome measures.