



Request for Applications

Social Finance, Inc.

Outcomes Rate Card Development Competition Round 2

Date released: DECEMBER 5, 2017

DEADLINE TO SUBMIT APPLICATIONS: 5 PM Eastern Time, JANUARY 31, 2018

All applicants must submit a written application and supporting attachments by 5 PM Eastern Time on January 31, 2018. Applications should be formatted as a single PDF document and submitted via email to solicitations@socialfinance.org.

Resources and the Request for Applications can be found at the following link:
<http://socialfinance.org/competitions/outcomesratecard/>



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I. OVERVIEW AND KEY DATES

Organizations in the public and social sector all want to achieve better social outcomes—but improving lives in the face of complex social challenges and constrained budgets is no easy task. Often, leaders want to try innovative strategies or try to reform old systems, but the inertia required to make a change proves too great when stacked upon all the other demands of their jobs.

For governments and nonprofits seeking assistance to transform their current procurement model to be performance-based and **to pay for outcomes, not just services**—Social Finance is offering the opportunity to receive 12 months of free technical assistance to develop an outcomes rate card. An **outcomes rate card** is a procurement tool by which government **defines a menu of outcomes it wishes to “purchase”**—such as improving student achievement, completing a degree/training program, boosting earnings—and the **amount it is willing to pay each time a given outcome is achieved**.

Our team of committed, social sector innovators will partner with up to four Service Recipients to design an outcomes-based procurement to address a pressing social issue. This competition is open to all state, local, and tribal government and/or nonprofit entities that want to **embrace performance-based funding models and are prepared to play the role of “outcome payor” in outcomes-based projects launched through the outcomes rate card**.

DATE	ACTIVITY
12/5/2017	Request for Application (RFA) released
12/13/2017	First webinar for prospective applicants, 2PM ET (sign up)
1/11/2018	Second webinar for prospective applicants, 3PM ET (sign up)
1/15/2018	Optional notice of intent to apply due (respond here)
1/19/2018	Deadline to submit questions
1/31/2018	Deadline for applications
3/26/2018	Service Recipient(s) selected and announced

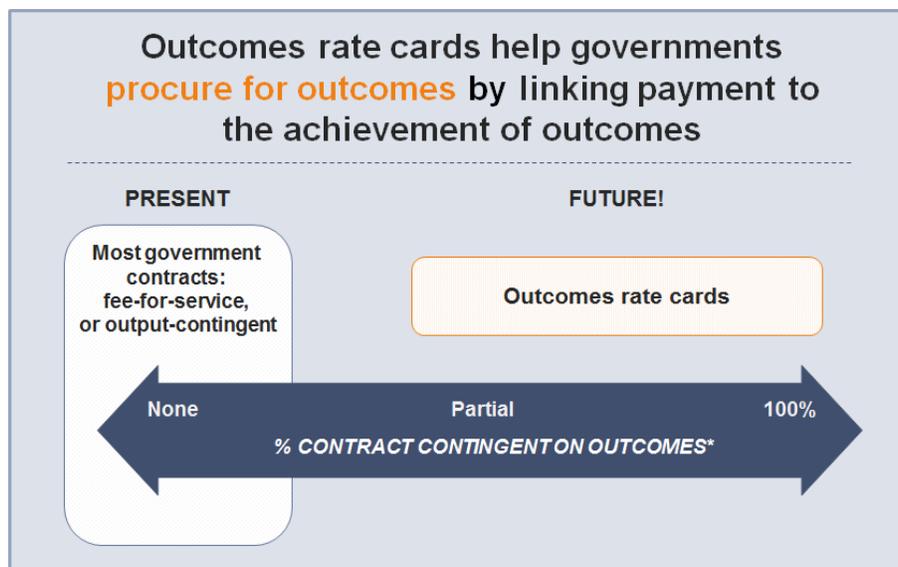
2. ABOUT THE OPPORTUNITY: KEY QUESTIONS

What is an outcomes rate card?

An **outcomes rate card** is a procurement tool by which government **defines a menu of outcomes it wishes to “purchase”**—such as improving student achievement, completing a degree/training program, boosting earnings—and the **amount it is willing to pay each time a given outcome is achieved**.

Why should my organization apply?

- Take a community **focus on outcomes to the next level** through outcomes-based contracts
- **Introduce this flexible procurement tool** to shift government / nonprofit funding toward outcomes-based payment across **many domains / policy areas**
- **Receive free technical assistance** to set up the first set of contracts
- **Set-up a system of feedback loops to improve service delivery** in the future, by measuring and paying for outcomes achieved by service providers



*Payments made through outcomes rate card procurements may be 100% based on whether outcomes are achieved, or may be a combination of payments for services and payments for outcomes.

Here's why Social Finance's current partners in Connecticut and Riverside are developing outcomes rate cards:

"We are excited...to make the promise and potential of Pay for Success achieve broader reach more efficiently. Government and service providers share a mission of generating positive outcomes, so it makes sense to align payment with the outcomes we want to see."

– **Dave Wilkinson, Commissioner, CT Office of Early Childhood**

"We will use the outcomes rate card to develop a proactive model to reduce the incarceration rate by intervening early in the lives of children who experience risk factors that make them more susceptible to future incarceration."

– **Brian Nestande, Deputy County Executive Officer, Riverside County, CA**

Who is eligible?

Applicants must be a state, local or tribal government, or a nonprofit organization.¹ Applicants must also be an “outcome payor.” Social Finance will work with you to redesign your procurement processes to add outcomes-based elements, but ultimately, you will still be running a procurement for which you will make payments to providers. Thus, applicants should have a flexible funding stream or upcoming procurement process that can be used to make outcomes-based payments. Examples of payors and their source of outcome payments **(not exhaustive!)**:

- State agency (e.g. Department of Labor, Department of Health and Human Services, etc.)
- County department (e.g. Health Department, County Administrative Office, etc.)
- City department (e.g. Office of Mayor,
- Managed Care Organization / Health Care Authority
- Regional government entities (e.g. Regional Council of Government, Regional Transportation Authority, Regional Environmental District)
- Workforce Investment Boards
- Foundations
- Partnerships—applications with multiple organizations may apply; at least one partner must be an outcomes payor (see page 10)

What is included in Social Finance’s technical assistance?

You will receive in-depth support for 12 months from a dedicated project team of 3-4 Social Finance team members to explore ways to shift toward outcomes-based procurement using an outcomes rate card.

Over the 12 month project period, Social Finance will support Service Recipients with the following activities:

1. **Provide each Service Recipient with data capacity assistance and support to develop an outcomes rate card**, including:
 - Defining project outcomes, prices, and measurement method(s) appropriate to the issue area and service provider ecosystem
 - Drafting a model PFS outcomes-based contract tailored to the rate card, and measurement method(s) compatible with PFS project designs that maintain accuracy
2. **Design and help issue an RFP with each Service Recipient, utilizing the outcomes rate card** to procure service providers; and,
3. **Help select service providers and finalize awarded PFS outcomes-based contracts;** selected interventions must have at least a preliminary level of evidence in support of the desired outcomes; emphasis will be placed on evidence to the extent possible.²

Additional support may include:

- a) Analysis of economic and demographic data to identify and stratify target populations and baseline outcomes;
- b) Calculation of cost/benefit/value analysis for the issue area and target population(s) identified;
- c) Overview of local service provider landscape to assess the market of service providers, including review of evidence-based practices, capacity analysis, cost of specific service delivery, and financial stability;

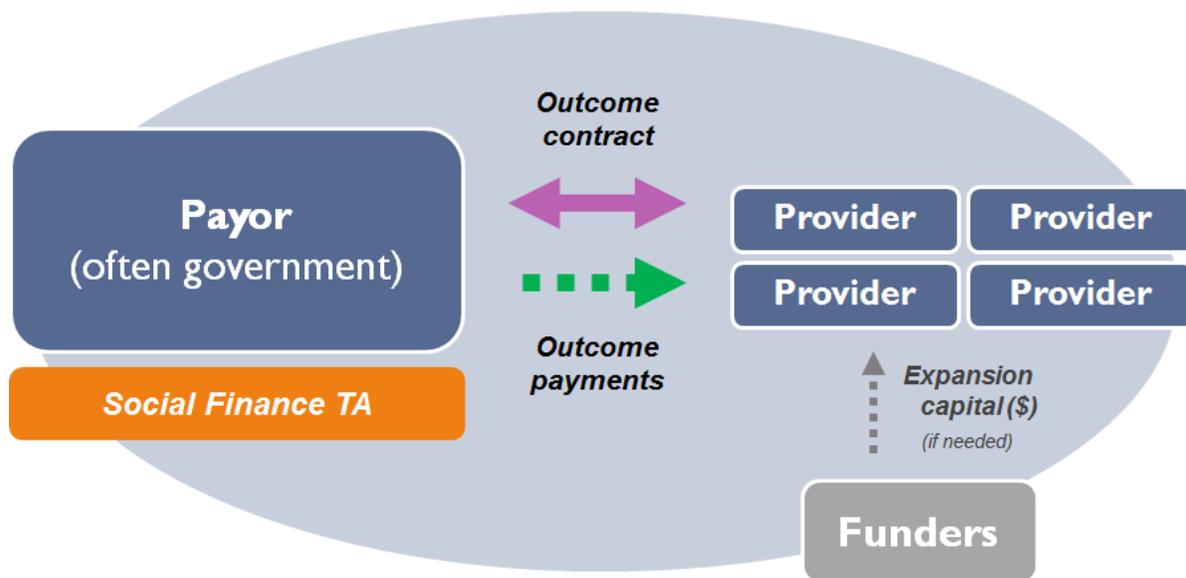
¹ For details on eligibility status, see section 6.3 on page 10.

² “**Preliminary evidence**” defined as evidence that is based on a reasonable hypothesis and supported by credible research findings such as third-party pre- and post-test research; “**Moderate evidence**” defined as evidence from previous studies on the intervention, the designs of which can support causal conclusions (i.e., studies with high internal validity) but have limited generalizability (i.e., moderate external validity); “**Strong evidence**” defined as evidence from previous studies on the intervention, the designs of which can support causal conclusions (i.e., studies with high internal validity), and that, in total, include enough of the range of participants and settings to support scaling up to the state, regional, or national level (i.e., studies with high external validity)

- d) Support for Service Recipient to develop plan to collect data and to administer the ongoing monitoring, validating, and payment of outcomes (additional data templates and standardized data processing procedures may also be developed during this time);
- e) Development of service provider selection criteria and evaluation system with an associated scoring rubric and weights, finalizing the timeline and milestones, and assembling required documentation and internal procurement approvals;
- f) Local market education for responding to a rate card RFP; and
- g) Support for Service Recipient(s) during (1) negotiation of final contract terms using the model PFS outcomes-based contract, and (2) finalization of PFS outcomes-based contracts with selected service providers.

How does it work—what is the result of technical assistance?

Once launched, an outcomes rate card involves outcomes contracts between the payor and providers, as depicted in the following arrangement. This award emphasizes reforming procurement—and the contracting approach can take many forms. Payments may be fully contingent on outcomes or a portion of payments may be tied to services. Particularly when a large percentage of payments are tied to outcomes, some service providers may not have the working capital to deliver services before they receive outcome payments. When that is the case, service providers can seek upfront funding from impact investors through Pay for Success financing.



About Social Finance

Social Finance is a 501(c)(3) nonprofit organization dedicated to mobilizing capital to drive social progress. Social Finance is committed to using Pay for Success and other outcomes-based tools, such as outcomes rate cards, to tackle complex social challenges, facilitate greater access to services for vulnerable populations, and direct capital to evidence-based social programs—all with the goal of measurably improving the lives of people most in need.

Social Finance has deep experience in the design and implementation of Pay for Success projects, from early-stage feasibility assessment, to project development and capital formation, to post-launch performance management and investment support. Our sister organization, Social Finance UK, launched the world’s first Social Impact Bond in 2010. For more information visit www.socialfinance.org.

3. APPLICATION MATERIALS

Notice of intent to apply (optional) – Due 5pm ET January 15, 2018

Applicants are encouraged to respond to a short survey indicating their intent to apply. Submit your intent to apply here: <https://www.surveymonkey.com/r/PQGPMWB>

Written application – Due 5pm ET January 31, 2018

All applicants must submit a written application and supporting attachments by 5 PM Eastern Time on January 31, 2018. Applications should be formatted as a single PDF document and submitted via email to solicitations@socialfinance.org.

Page limit: In 3-5 single-spaced pages, please answer the questions below. Please also include the letters of support requested for Attachment A, Attachment B, and, if applicable, Attachment C. Attachments do not count toward the page limit.

I. Commitment

- **Why are you interested in developing an outcomes rate card?** *Describe your rationale for implementing an outcomes rate card and shifting toward outcomes-based procurement. Please include examples of past and present efforts to study and/or implement data-driven, performance-based initiatives (e.g. PFS feasibility, performance-based contracts, data infrastructure / open data projects, applications to similar technical assistance opportunities). In support of this section, you may also include letters of support from relevant community stakeholders (e.g. elected officials, agency heads, service providers, funders) to demonstrate community interest in the project (Attachment A).*

II. Policy issue / social need

- **What policy issue / social need do you seek to address with the outcomes rate card?** *Describe the target population for which you hope to improve outcomes. What do you hope to achieve for this population with an outcomes rate card?*
- **Based on your goal for the project, to the best of your ability, please fill in the following project hypothesis.** *Note: The numbers can be approximate and are meant to clarify the scope of the applicant's goal. If selected, Social Finance will work closely with service recipients to refine the project hypothesis.*

Through the outcomes rate card [jurisdiction] will contract with [number] providers, serving [project size] participants, with [target population] characteristics, in [geography], tracking [outcome metrics] over [length of project] years.

III. Project champion and project lead

- **Identify a senior-level project champion and their time commitment for the project. Please include a letter of support from the senior-level project champion (Attachment B).³** *Note: The senior-level project champion should (1) regularly communicate with agency / department decision-makers, (2) participate in regular project activities, such as working group calls, (3) facilitate and provide regular feedback on Social Finance technical assistance*

³ For public agencies or departments, examples of a senior-level project champion include a County/City Agency/Department Head, State Secretary or Commissioner, or County Deputy Executive Officer. In nonprofit organizations, depending on the size and structure of the staff, it may be a program officer, or if applicable, a member of the nonprofit's senior staff, such as VP. (Note: all positions listed here are examples only—other positions could also satisfy this criterion.)

activities, (4) have access to internal or cross-agency / department decision-makers (e.g. legal, budget), should the project require collaboration.

- **Identify a project lead and their time commitment to the project.**⁴ *Note: The project lead will be the day-to-day project contact and should work closely with Social Finance and senior-level project champion to ensure the project is on track.*

IV. Outcome payments

- **How will the applicant pay for outcomes on the rate card?** *Note: Examples include dedicated outcomes fund, set aside by the appropriations body; available discretionary funds; re-allocating program budget*

Attachments

- Letters of support from relevant stakeholders (elected officials, agency heads, service providers, funders)
- Letter of support from senior project champion, including expected time commitment for the project
- (Optional) If applicable, budget detailing match commitment as per the Application Evaluation Criteria Supplemental Categories part 2, on page 8 (Note: no in-kind match is required, but applicants that commit time spent on this project as an in-kind match are eligible for bonus points)

4. APPLICATION EVALUATION CRITERIA

Reviewers will assess the application against the service provider’s capacity and commitment to launching an outcomes rate card. Applicants will be asked to provide a written application and finalists (top-scoring applicants, maximum 8) will be invited to participate in a one-hour interview, after which Social Finance will submit its recommendations for selection to CNCS.

The **written application** (3-5 pages) with **attachments** will contain the following questions and be assessed across the following criteria. The rubric will be scored out of 100 points, with the potential for 10 bonus points in the supplemental categories.

Application Scoring Rubric		
Question	Evaluation Criteria	Points
1. Commitment and capacity to execute an outcomes rate card – 10 points		
Why are you interested in developing an outcomes rate card? Please include letters of support from relevant community stakeholders (e.g. elected officials, agency heads, service providers, funders) to demonstrate community interest in the project. (Attachment A)	- Provide compelling rationale for interest in implementing an outcomes rate card and implementing outcomes-based procurement. - Include examples of past and present efforts to study and/or implement data-driven, performance-based initiatives (e.g. PFS feasibility, performance-based contracts, data infrastructure / open data projects, applications to similar technical assistance opportunities) - Include letters of support (Attachment A) from relevant community stakeholders.	10 points
2. Policy issue, social need, and procurement priority – 25 points		
What policy issue / social need do you seek to address with the outcomes rate card?	- Demonstrate how proposed issue area and target population aligns with project priority to serve low-income, underserved populations addressing one of the following—youth development, economic opportunity, healthy futures	10 points

⁴ Examples of a project lead include an agency/department staff member, chief-of-staff, or pay-for-success fellow.

Would this policy issue / social need involve adjusting an existing set of service provider contracts? If so, what is the current timeline / process for renewing and/or re-procuring those contracts?	<ul style="list-style-type: none"> - Describe the typical process and timeline for renewing contracts and any standard procurement processes - Outline how an outcomes rate card development fits with that timeline - Identify existing set of service providers currently contracted 	5 points
Based on your goal for the project, to the best of your ability, please fill in the following project hypothesis.	<ul style="list-style-type: none"> - <i>Sufficiently complete hypothesis statement:</i> Through the outcomes rate card, [jurisdiction/applicant] will contract with [number] providers, serving [project size] participants, with [target population] characteristics, in [geography], tracking [outcome metrics]. <p><i>Note: Numbers can be approximate and are indented to directionally indicate scale of applicant's goal. If selected, Social Finance will work closely with service recipients to refine the project hypothesis.</i></p>	10 points
3. Project champion – 40 points		
Identify a senior-level project champion and their time commitment for the project. Please include a letter of support from the senior-level project champion. (Attachment B)	<ul style="list-style-type: none"> - Identify a senior-level project champion and their anticipated time commitment to the project - Demonstrate understanding of the role and responsibility of the senior-level project champion including but not limited to: (1) regularly communicate with agency / department decision-makers, (2) participate in regular project activities, such as working group calls, (3) facilitate and provide regular feedback on Social Finance technical assistance activities, (4) have access to internal or cross-agency / department decision-makers (e.g. legal, budget), should the project require collaboration. - Include a letter of support (Attachment B) 	20 points
Identify a project lead and their time commitment to the project.	<ul style="list-style-type: none"> - Identify a project lead and their anticipated time commitment to the project - Demonstrate understanding of the role and responsibility of the project lead as the day-to-day project contact and should work closely with Social Finance and senior-level project champion to ensure the project is on track. 	20 points
4. Outcome payments – 25 points		
How will the applicant pay for outcomes on the rate card?	<ul style="list-style-type: none"> - Demonstrate sufficient appropriated funds or indicate commitment/plan to request sufficient funds to cover outcomes payments for rate card PFS procurement of several million dollars - Identify dedicated outcomes funding, set aside by the appropriations body; available discretionary funds; re-allocating program budget 	25 points
Supplemental Categories – 10 bonus points available		
1. Government jurisdiction	<ul style="list-style-type: none"> - Social Finance will prioritize state, local and tribal governments 	5 points
2. In-kind commitment If the applicant commits to contributing a portion of time spent on this project as an in-kind match, please include a budget (Attachment C).	<ul style="list-style-type: none"> - Applicants that commit to contributing a portion of time spent on this project for an in-kind match are eligible will receive priority - Applicant budget outlines in-kind commitment (Attachment C) 	5 points

5. SELECTION PROCESS AND AWARD

5.1 Selection process

Applications in response to this RFA will be evaluated as follows:

1. The review team will evaluate all applications for compliance with minimum RFA requirements and eliminate any applications that do not meet minimum requirements. Each Service Recipient applicant bears sole responsibility for the items included or not included in the response submitted. Social Finance reserves the right to disqualify any application that includes significant deviations or exceptions to the terms, conditions and/or specifications in this RFA.
2. Eligible applications will be selected for application evaluation by the review team, including an assessment of applicants' capacity to execute against RFA offer (e.g. ability to execute a grant agreement in a timely manner).
3. Up to 8 high-scoring applications may be invited to interview. Interviews will occur during mid-February. Applicant representatives should be available to participate in the interview process, and may be asked to respond in writing to clarifying questions before the interview date. An invitation to interview does not guarantee a grant award. If an organization does not respond by the deadline to an invitation to interview, Social Finance may remove the application from consideration. Social Finance may conduct site visits, as appropriate. Social Finance will be the sole judge as to the overall acceptability of any application or to judge the individual merits of specific provisions within competing offers.
4. After Social Finance's application evaluation and interview processes are complete, CNCS staff will review the results and Social Finance's recommendations for fairness and consistency. At this stage, some applications may be selected for a post-review quality control assessment.

5.2 Notice of award

No later than March 26th, 2018, applicants will be provided notice via email of final selection and award. Awarded Service Recipients may be provided with early notice so as to coordinate marketing and communications.

6. ADDITIONAL INFORMATION

6.1 Submitting Questions

Applicants may submit questions via email to Annie Dear (adear@socialfinance.org) by January 19, 2017. Responses to all questions will be posted online and updated periodically throughout the competition.

6.2 Webinar Information Sessions

During the application period, Social Finance will host two webinars to provide background information and take questions on the competition. Following an information session, attendees will be able to ask application-related questions.

- First webinar: December 13, 2017 at 2 PM Eastern Time
Sign up here: <https://register.gotowebinar.com/register/2112504172188584195>
- Second webinar: January 11, 2018 at 3 PM Eastern Time
Sign up here: <https://attendee.gotowebinar.com/register/4427153170029223427>

Recordings of the webinars will be posted on the competition website:

<http://socialfinance.org/competitions/outcomesratecard/>

6.3 Service Recipient Eligibility Details

Eligible applicants to the RFA include state, local and tribal governments, and nonprofit organizations prepared to structure, issue, **and serve as outcomes payor for an outcomes rate card project**. Eligible nonprofit organizations include those described in 2 CFR 200.70.⁵

Partnerships of the above organizations are eligible to apply. An eligible Partnership is a formal relationship between two existing eligible applicants as defined above, where the partner organizations will share responsibilities under the award and should include a legal agreement, such as a Memorandum of Understanding, outlining the roles and responsibilities of each partner. In a cooperative agreement with a Partnership, a single lead entity should submit an application to Social Finance on behalf of the Partnership. Service Recipient entities are subject to Social Finance monitoring.

As noted, applicants should be prepared to serve as outcome payor for an outcomes rate card project. Supplemental points will be available to (1) government entities and (2) applicants willing to commit in-kind resources to support the project.

Organizations that have been convicted of a federal crime will be deemed ineligible. Pursuant to the Lobbying Disclosure Act of 1995, an organization described in Section 501(c)(4) of the Internal Revenue Code of 1986, 26 U.S.C. 501 (c)(4) that engages in lobbying activities will not be eligible to apply. Applicants that do not meet the eligibility criteria by the application deadline will be ineligible for review and consideration in the competitions.

6.4 Reporting Requirements

Financial Reporting. The Service Recipient shall submit to Social Finance quarterly financial data to report match funding. These reports will consist of evidentiary documents that show payroll, fringe or other costs incurred on the sub-award Grant budget. The terms and types of documentation will be determined in the sub-award Grant Agreement.

The Service Recipient shall provide all required documentation with the quarterly financial data submission. Reports must be submitted to Social Finance within twenty (20) calendar days after the end of the last day of each quarter with the final reports due within forty-five (45) calendar days of the last day of the term of the sub-award Grant Agreement unless there is an agreed-upon written extension.

As cash grants are not provided, there is not an invoicing requirement.

Programmatic Reporting. The Service Recipient shall submit quarterly performance reports that provide a status update on PFS activities. The first quarter will cover the period beginning April 1, 2018. Reports are due twenty (20) calendar days after the end of each quarter. The performance reports shall assess progress with respect to agreed-upon performance metrics, including but not limited to: programmatic success, challenges, stories, progress to-date on activities, and questions. In reference to 2 CFR 200.309, Social Finance reserves the right to seek authorization from CNCS in order to charge any allowable costs incurred before a sub-grant award is signed or prior to a sub-award Grant's period of performance on the CNCS budget.

Examination of Records. The Service Recipient agrees that any duly-authorized representative shall, until the expiration of three (3) years after the final payment under the sub-award Grant Agreement, or three (3) years after the end of technical assistance activities with Service Recipients, or such longer period as may be required due to an audit finding, have access to and the right to examine any books, documents, papers and records of the Service Recipient involving transactions related to the sub-award Grant Agreement. Social Finance and CNCS, through authorized representatives, will have the right, at all reasonable times, to make site visits to review program accomplishments and to provide such

⁵ § 200.70: "Nonprofit organization means any corporation, trust, association, cooperative, or other organization, not including IHEs, that: (a) Is operated primarily for scientific, educational, service, charitable, or similar purposes in the public interest; (b) Is not organized primarily for profit; and (c) Uses net proceeds to maintain, improve, or expand the operations of the organization."

technical assistance as may be required. If any site visit is made on the premises of the Service Recipient, the Service Recipient shall provide all reasonable facilities and assistance for the safety and convenience of Social Finance and CNCS in the performance of their duties. All site visits and evaluations shall be performed in such a manner as will not unduly interfere with or delay the work performed under the sub-award Grant Agreement.

Social Finance is responsible for monitoring the Service Recipient as required by CNCS and OMB Circular A-133, Compliance Supplement, Section M. Social Finance's monitoring will involve Service Recipient reporting (programmatic and financial) to Social Finance, monthly contact between the parties, desk reviews and site visits, as needed. Consequently, Social Finance has the right to review and evaluate Service Recipient records, activities, organizational procedures and financial control systems, to conduct interviews and other assessment techniques pertaining to the sub-award Grant Agreement.

The Service Recipient shall be subject to various monitoring and evaluation requirements to assure compliance with applicable federal requirements and that performance goals are being achieved. The Service Recipient's performance may be reviewed quarterly, or more often, by the appropriate Social Finance personnel who have program management responsibility. All records required to perform such monitoring shall be made available to the authorized Social Finance staff by the Service Recipient. All reports submitted by the Service Recipient shall be utilized as part of the monitoring of the Service Recipient's performance hereunder.

In-Kind or Cash Match Requirement:

Service Recipient Applicants that are willing to commit internal resources in the form of an in-kind matching contribution will be eligible for supplemental points (see Selection Criteria). In-kind matching contributions must meet the following criteria: 1) verifiable; 2) necessary and reasonable for proper and efficient accomplishment of project objectives; 3) allowable; and 4) not paid by the federal government under another award or used as a match or cost share for another award.

Third Party, In-Kind Contributions

Third party, in-kind contributions means the value of non-cash contributions provided by non-federal third parties. Third-party in-kind contributions may be in the form of equipment, supplies, and other expendable property, and the value of goods and services directly benefiting and specifically identifiable to the Recipient's Project, or the monetary value of time contributed by professional and technical personnel and other skilled labor. The contributions or services provided must be a strategic, integral, and a necessary part of a funded project for which the Service Recipient would otherwise have to pay. Some specific examples of possible sources for services to meet the in-kind match include:

- Individual employee hours dedicated to the SIF-funded project
- Pro-bono legal, accounting, project management, or other professional services
- Equipment or software to analyze data
- PFS Intervention Evaluation design and implementation services.

Recipients must follow the requirements of the 2 CFR. 200.306 to determine the value of in-kind donations of goods and services, and must document all in-kind support, such as personal services, materials, equipment, and space. The valuation of the services provided must be reasonable, necessary and consistent with the organization's established practice.

Please note that federal rules apply to the federal funds awarded as well as to the match funds contributed by the Recipient and Service Recipient. In general, the cost of raising funds in order to meet the matching funds requirement is not an allowable cost under the Cost Principles of the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (hereinafter "Uniform Guidance") at 2 CFR Subpart E.

6.5 Awardee compliance and monitoring

Each Service Recipient selected to participate shall enter into a sub-award Grant Agreement with Social Finance, which will include accountability and performance measures to ensure that its time is being

spent productively furthering PFS in that jurisdiction. The sub-award Grant Agreement will also include a detailed timeline including milestones and deliverable (anticipated final deliverable is an outcomes rate card and procurement utilizing outcomes rate card that leads to multiple PFS contract awards) deadlines as agreed between Social Finance and each participating Service Recipient. Social Finance will retain the ability to terminate services in the event of material non-performance or in the event of a change in administration that materially impairs the level of government commitment to PFS.

Social Finance will lead fiscal oversight. Social Finance will ensure that the sub-grants are used effectively, efficiently, and in accordance with all applicable laws and regulations. All Service Recipients will be required to comply with Social Finance, CNCS and federal policies, including all relevant terms and conditions outlined in the “Corporation for National and Community Service Social Innovation Fund Cooperative Agreement Terms and Conditions (CFDA No. 94:019) Version 4 (effective July 31, 2014),” which can be found [here](#).

Service Recipients must also comply with the [2 CFR 200 – Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards](#) and the following OMB circulars that apply to their institutions. The following circulars and their implementing regulations apply to states, Indian tribes, U.S. territories, and local governments:

- [OMB Circular A-102](#), Uniform Administrative Requirements for Grants and Cooperative Agreements to State and Local Governments – [45 CFR Part 2541](#).
- [OMB Circular A-87](#), Cost Principles for State and Local Governments – [2 CFR Part 225](#).
- [OMB Circular A-133](#), Audits of States, Local Governments and Non-Profit Organizations.

All Service Recipients must provide the necessary staff support to ensure that they are in compliance with Social Finance, CNCS and federal requirements and that they participate in all required reporting and compliance activities. Examples include, but are not limited to:

- Quarterly financial data reports
- Quarterly program reports
- Final project report, including a final detailing of sub-award budget
- Conducting criminal background checks on all staff whose salary is counted toward the sub-award in-kind match
- Complying with all accounting practices necessary to manage and report on CNCS federal funds
- Complying with all applicable data storage and human subject protections as mandated by federal regulations
- Complying with all CNCS name/logo requirements as outlined by CNCS communications resources

5.6 Project Funding

This project is funded through a Fiscal Year 2016 3-year award, totaling \$1.4 million from the Corporation for National and Community Service. Fifty percent of the project is financed through non-federal funding. The funding will support technical assistance to develop outcomes rate cards for up to six Service Recipients over the course of three years. Social Finance selected two Service Recipients in Round 1 of the competition, and may select up to four in Round 2.

7. APPENDIX: OUTCOMES RATE CARD EXAMPLES (ILLUSTRATIVE)

The examples below preview the diverse set of issues / policy areas that can be addressed using an outcomes rate card. **This list is NOT exhaustive** – an outcomes rate card is a flexible tool. The underlying principles—defining target outcomes and their value, and linking payment to performance—can be applied to an even wider range of public and social sector programs. The key requirement for applicants is that they can identify **where funds to pay for rate card outcomes** will come from.

Note for these examples: A finished outcomes rate card would include **dollar values for every listed outcome** (e.g. \$200 per person for program enrollment). Because the examples below are illustrative (and dollar values would be out of context), we have valued each outcome according to a scale to show lower-value outcomes (\$) vs. higher-value (\$\$\$\$) outcomes.

Early Childhood

Outcome <i>Per enrolled family</i>	Outcome price
Program enrollment	\$
Enrollment in high-quality early care	\$
Complete well child visits	\$
Parenting attitude growth	\$\$
Parental employment	\$\$
No investigated cases of child maltreatment per quarter	\$\$
No child neglect incidents per quarter	\$\$\$
No child injury-related ER visits per quarter	\$\$\$

- **Goal:** Support parents at-risk of child maltreatment to achieve positive child development and economic stability
 - **Segments of target population:** number of risk factors; first-time parents; system-involvement

Health

Outcome <i>Per low-income child with pediatric asthma</i>	Maximum Outcome Price
Removal of asthma triggers from the home	\$
Average (or above) school attendance per quarter	\$
No ER visits per quarter	\$\$
No urgent care visits per quarter	\$\$\$
No inpatient stays per quarter	\$\$\$

- **Goal:** Reduce adverse medical outcomes for low-income children with pediatric asthma
 - **Segments of target population:** time since diagnosis; severity of asthma; age of child

Opportunity Youth Employment

Outcome <i>Per at-risk youth ages 14-24</i>	Outcome price
Improved behavior at school	\$
Completed Level 1 Certification	\$
Completed Level 2 Certification	\$\$
Entry into First Employment <i>(moderate-risk individual)</i>	\$\$
Entry into First Employment <i>(high-risk individual)</i>	\$\$\$
Employment Retention <i>(12mos)</i>	\$\$\$

- **Goal:** Increase education attainment, sustained employment, and economic stability among opportunity youth
 - **Segments of target population:** justice-involved; homeless; prior educational attainment

Re-entry Employment

Outcome <i>Per formerly-incarcerated adult</i>	Maximum Outcome Price
Completion of job skills / training program	\$
Completion of substance use treatment program	\$
Employment certification achieved	\$\$
Quarter of positive earnings	\$\$
Quarter free of arrest	\$\$\$
Quarter free of re-incarceration	\$\$\$\$

- **Goal:** Achieve stable, unsubsidized employment for formerly incarcerated individuals returning to the community
 - **Segments of target population:** recidivism risk level; age; mental health; disability status

Child Welfare

Outcome <i>Per system-involved youth</i>	Maximum Outcome Price
Identification & enrollment in placement program	\$
Placed into kinship care	\$\$
Return to home with parents	\$\$
Stable home placement (6-months)	\$\$\$
Stable home placement (1-year)	\$\$\$\$

- **Goal:** Achieve family reunification and safe, stable home environments for system-involved youth
 - **Segments of target population:** history of parental incidents; parental substance use disorder; age of child