Topics

• When does PFS make sense?

• PFS project development process

• Update on Third Sector's project development work across the country in the childhood health space
When Does PFS Make Sense?

Pay for Success

- Government Leadership
- Significant Unmet Needs and Targetable Population
- Credible Data
- Intervention that Works
- Service Providers with Capacity to Scale
- Net Financial and/or Social Benefit to Government
- Risk Mitigation / Appropriate Evaluation
- Funder Interest
The PFS Project Development Process

Key Activities
- Identify Issue Area
- Assess Project Potential
- Address Gaps
- Negotiate Contracts
- Deliver Services; Manage Performance

Project Development Phases
- Landscape
- Feasibility
- Capacity Building
- Construction
- Implementation

Key Milestones
- Issue Area Decision
- Determine Gaps
- Finalize Execution Plan
- Finalize Stakeholders (Incl. Funders)
- Meet Performance Milestones

*If Needed
Feasibility Assessment vs. Project Construction

**Feasibility Assessment**

**Goal**
- Assess gaps in PFS readiness, find strategies to address them and decide on a path forward.

**Activities**
- Identify and engage key stakeholders
- Refine target population and target outcomes
- Create cost/benefit analysis from end payer perspective and identify potential sources of success payments
- Explore available data needed to track and report on outcomes
- Assess interventions with a track record of positive outcomes for the target population and the capacity of local providers to operate under a PFS contract
- Develop a high-level PFS project plan

**Project Construction**

**Goal**
- Moving a project to contract by overseeing stakeholder engagement, project design, outcomes definition, evaluation design, funder capital structuring, etc.

**Activities**
- Negotiate PFS contract with stakeholders
- Conduct rigorous analysis on intervention
- Develop consensus on project parameters among stakeholders (size, timing, etc.)
- Present PFS opportunity to funders
- Retain an evaluator and design evaluation
- Develop PFS project agreements/contracts
- Draft and negotiate term-sheets
- Identify programmatic intermediary if necessary
<table>
<thead>
<tr>
<th>Austin/Travis County, TX</th>
<th>State of Oregon</th>
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<tbody>
<tr>
<td>Reduce teen pregnancies among Hispanic youth and improve birth outcomes among African Americans</td>
<td>Center for Evidence-Based Policy at the Oregon Health &amp; Science University: prevent entry into foster care and improve outcomes for at-risk children Marion and Multnomah Counties: reduce recurrent delinquency by scaling Youth Villages of Oregon Friends of the Children: improve academic performance and reduce justice and child welfare system involvement</td>
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<td>Bridges Network &amp; Orange County, CA</td>
<td>The Washington State Department of Early Learning and Thrive Washington</td>
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<tr>
<td>Improve maternal and child health through early childhood universal screening and home visiting programs</td>
<td>Improve outcomes in maternal and child health and educational outcomes by scaling Washington’s statewide system of home visiting programs</td>
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<td>Commonwealth of Virginia</td>
<td>State of Nevada: Clark County &amp; Las Vegas</td>
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<tr>
<td>Improve pre-term and low birth weight rates through early childhood home visiting programs for at-risk mothers</td>
<td>Focus on improving school readiness and academic performance for disadvantaged children through early childhood education programs</td>
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<td>State of Nevada: Clark County &amp; Las Vegas</td>
<td>Year Up</td>
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<td>Close the opportunity divide &amp; improve employment outcomes for urban young adults through Year Up’s Professional Training Corps program</td>
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A Selection of Our Project Construction Engagements

**State of Connecticut**

**Program**
The **New Haven Mental Outreach for Mothers (MOMS) Partnership** provides bundled local mental health support services to low-income, racially and ethnically diverse, pregnant and parenting women.

**Impact**
Decrease clinically significant symptoms of depression

**Evaluation**
TBD

**Alameda County**

**Program**
The **Alameda County Asthma Start and Healthy Homes programs** are a combination of two existing interventions within Health Care Services Agency and Community Development Agency that provide asthma management and prevention services to low-income pediatric asthma patients.

**Impact**
Decrease instances of asthma-related hospitalizations and ED visits

**Evaluation**
TBD