

APPLICATION FREQUENTLY ASKED QUESTIONS

1. What is ResultsOHIO?

ResultsOHIO is administered by the Treasurer's Office and was created as an infrastructure to support Pay for Success initiatives championed by the DeWine Administration, the Ohio General Assembly, and local governments. These initiatives will help tackle the social and public health challenges facing Ohio. ResultsOHIO empowers innovation and identifies solutions that, if proven successful, may then be replicated on a broader scale. Through ResultsOHIO, lawmakers, local officials, policymakers, and the private sector work collaboratively to engage populations who are in the greatest need of achieving better results.

2. What is Pay for Success?

Pay for Success (PFS) is an innovative project delivery method that prioritizes results and protects taxpayer dollars. In PFS, upfront project costs are funded by private capital investors, rather than the government. Government repayment only occurs if results are achieved.

3. Why is submitting an application to ResultsOHIO important?

Submitting an application is the first step in the ResultsOHIO process and will determine whether the proposed project is appropriate and ready for PFS. Projects receiving a determination of PFS Appropriate and Ready shall receive a ResultsOHIO Feasibility Report, which can be used when advocating for results-based funding from the General Assembly.

4. Where can I preview the application?

[Click here to view a sample application](#)

5. Does going through the application guarantee my project will be funded?

No. Going through the process does not guarantee funding. However, if an application is determined to be PFS Appropriate and Ready ResultsOHIO will provide a ResultsOHIO Feasibility Report to assist the applicant in advocating for results-based funding from the General Assembly or, in some cases, a local government.

6. What happens after I submit the application?

Following submission, applications shall be reviewed to determine whether they meet the minimum eligibility criteria. All applications that are eligible shall be screened. Following the screening process, applications shall receive a formal determination. Applications that are determined Not PFS Ready will not move forward in the ResultsOHIO process. Applications that are determined to be PFS Appropriate, but not Ready shall be given the opportunity to amend the application and resubmit for screening. Applications that are determined to be PFS Appropriate and Ready shall receive a ResultsOHIO Feasibility Report to assist in advocating for funding from the General Assembly or, in some cases, a local government.

7. What types of projects are suitable for Pay Success?

Not all projects are suitable for PFS; some projects may be more suitable for traditional procurement or another method of project delivery. PFS projects are typically suitable in areas where performance metrics are clear and measurable and the intervention can be scaled. The following are examples of challenges that can be addressed through PFS: water quality, addiction, infant mortality, and criminal justice. PFS projects typically have a total project cost of \$3 million to \$10 million dollars and last eighteen months to five years, with performance metrics being measured throughout the duration of the project.

8. Who can apply?

Service intermediaries, service providers, entities that can serve as both the service intermediary and service provider, philanthropic organizations, investors, state agencies, local governments, or any combination thereof may apply, including a full project delivery team. Each Notice of Application may have specific guidelines for which entities may apply based on the project requirements.

9. What is a full project delivery team?

A full project delivery team includes all the following parties: a service intermediary, a service provider, or an entity that can act as both a service intermediary and service provider, and investors, which may include philanthropic organizations. Alternatively, these entities may come together to form a single entity and still constitute a full project delivery team. A partial bidding group may have only one or two of these parties, but not all the parties necessary to effectuate a project.

10. What are Performance Metrics?

Performance metrics, also known as Key Performance Indicators, KPIs or outcomes, represent targets that must be achieved in order for results-based funding to be paid to the investor by ResultsOHIO. Performance metrics are measured at regular intervals (e.g. monthly, quarterly, annually, etc.) throughout the life of the project. performance metrics indicated in the application will be used as a starting point to evaluate the merits of the project, but may change. The applicant should use its internal historical data, as well as external data to propose performance metrics.

11. Who is responsible for acquiring the external data sets?

The Treasurer's Office is not responsible for acquiring external data sets. The applicant shall be responsible for acquiring any external data that is required to measure the performance metrics and is also responsible for entering into any data sharing agreements.

12. What costs are included in a total project cost?

When an applicant proposes a project budget, it should include costs that are necessary for the applicant to provide the services over the project's duration. If the project is determined PFS Appropriate and Ready, the costs proposed in the application will serve as a starting point for determining total project costs. Total project costs shall be determined by ResultsOHIO and may include service delivery costs, administrative costs, costs to contract with an independent evaluator or service intermediary, and any other necessary costs.

13. What is the ramp-up phase?

A ramp-up phase is similar to a pilot phase and is utilized to test the effectiveness of the project and make necessary adjustments to the projects. During this phase, the project is not being evaluated and, therefore, project partners have the opportunity make necessary adjustments to the project or the performance metrics. This phase can last anywhere from three months to a year. The ramp-up phase should be accounted for in timeline proposed in the application.

14. What is a Special Purpose Vehicle?

A Special Purpose Vehicle, also referred to as an SPV, is an entity formed by a parent corporation for the purposes of holding and distributing PFS funds from investors, assisting with distribution of outcomes funding, and enter into contracts for the purposes of facilitating the PFS project. An SPV is different from a traditional service intermediary, although it may be formed by one, as it allows financial accounting and statements to remain separated from the parent corporation. There are several different SPV structures that may potentially be utilized. An SPV is not required to submit an application to ResultsOHIO.

15. What if I cannot answer all of the questions or do not have all of the information the Application requires?

Applicants are required to fill out the following sections of the application: Applicant Information, Legal History, Financial History, and Certification. The applicant must also fill out all relevant portions of Project Information and include citations. Failure to answer any questions may impact the applicant's determination.

16. What are some examples of Pay for Success projects?

The Utah High Quality Preschool Program PFS Project

The Utah High Quality Preschool Program is a \$7 million pay for success project serving a target population of 3,500 3- and 4-year-olds in two Utah school districts over the course of four years. Without intervention, these children were determined to be at a higher risk for requiring remedial services during their education. The project provides high-quality preschool programs to these children in order to reduce achievement gaps upon entering kindergarten, increase school readiness and long-term academic performance, and ultimately reduce the need for remedial services. The performance metrics are measured annually and payment by the government is dependent on the utilization rate of remedial services.

Source: https://childcareta.acf.hhs.gov/sites/default/files/public/utah_profile.pdf

Oklahoma Women in Recovery PFS Project

The Oklahoma Women in Recovery is a pay for success project that seeks to address the high female incarceration rate in Oklahoma by providing services, including substance abuse and mental health treatment, to women who are at risk of becoming incarcerated for non-violent, drug-related offenses. The project has a \$10 million investment and serves 700 women over the course of five years. Success for this project is measured by whether program participants are incarcerated.

Source: <https://www.fcsok.org/services/women-in-recovery/>; http://www.gov.ok.gov/triton/modules/newsroom/newsroom_article.php?id=223&article_id=31079

Veterans CARE PFS Project

The Veterans CARE Project a \$5.1 million pay for success project that provides job search and mental health services to 500 unemployed or underemployed veterans with post-traumatic stress disorder (PTSD) to assist them in gaining and retaining employment. Over the project's 3 year service delivery, performance metrics, including earnings, sustained competitive employment, and job satisfaction will be measured to determine if government payment is required.

Source: https://www.boston.va.gov/services/Veterans_CARE_Project.asp; <https://ipsworks.org/index.php/study/veteranscare-project/>