

# Results OHIO

— Private sector solutions for public sector challenges —

[results.ohio.gov](https://results.ohio.gov)

## PAY FOR SUCCESS OVERVIEW

- **Pay for Success (PFS)** is a project delivery mechanism that offers an innovative way to engage expertise and capital outside of public entities to initiate projects and services for the benefit of the public good.
- In a PFS model, private capital is leveraged to fund the costs of a project, while public dollars are set aside and only released to repay the private investment if the project achieves predetermined outcomes.
- The PFS model creates the framework to pilot new ideas as well as to scale promising interventions and measure the impact of service delivery – ensuring taxpayer dollars are spent both efficiently and effectively.

## PAY FOR SUCCESS IN OHIO – THE ResultsOHIO MODEL

- ResultsOHIO is an infrastructure established by Ohio Treasurer Robert Sprague to assess prospective pay for success (PFS) projects and shepherd their eventual launch and implementation.
- ResultsOHIO's customized and modern approach to PFS project development and contracting streamlines and simplifies the traditional PFS process so that policymakers and taxpayers can realize the core-benefits of PFS with greater ease.
- ResultsOHIO may be used for new and innovative pilot projects or to test the scalability of existing promising interventions.
- **Importantly, ResultsOHIO protects taxpayer dollars by focusing on outcomes-based ideas and ensuring public dollars are only used when a project delivers real results.**





## Support From



"By using the power of market forces and the private sector, ResultsOHIO incentivizes smart spending on the challenges facing Ohio."



### Ohio Children's Hospital Association

Saving, protecting and enhancing children's lives

"With a focus on challenges such as child health, infant mortality, addiction, early childhood education preparedness and workforce training, we believe Treasurer Sprague's 'ResultsOHIO' will help to identify and amplify programs and partnerships that follow these same principles to promote best outcomes for Ohioans, including our state's children."



### THE BUCKEYE INSTITUTE

"Too often situations emerge where an agency that has an incentive to spend money is able to tilt perception by controlling all of the data needed to determine programmatic efficacy. The Treasurer is looking to make that process better."



"By using the power of market forces and the private sector, ResultsOHIO incentivizes smart spending on the challenges facing Ohio."



"The timing of ResultsOHIO could not be any better in the world of children services, as there is a new federal opportunity for states to develop evidence-based interventions with a fifty-fifty match that would prevent children from coming into foster care."



"Whether it's workforce development, the opioid epidemic, or the myriad of other challenges facing the Mahoning Valley, identifying and supporting successful public-private partnerships that address these policy issues is of great importance."



"Ohio small business owners certainly understand how important return on investment is. Ohio Treasurer Sprague's ResultsOHIO program places an emphasis on just that."

# ResultsOHIO ROLES AND RESPONSIBILITIES

- **Project Sponsor**
  - Develops the project, assembles the project team, secures private and government funds
  - May be responsible for the facilitation of funding flows between the private funder, service provider, and ResultsOHIO fund
- **Private Funder**
  - Provides funding to cover the costs of service delivery through the duration of the project
- **Service Provider**
  - Delivers services to target population receiving the intervention
- **Independent Evaluator**
  - An Ohio-based institution of higher education
  - Consults on data needs and measures the outcomes metrics to determine the project's success
- **Government Champion/Funder**
  - State or local government official(s) who appropriates public funds to be used to reimburse the private funder if the outcomes metrics are achieved



## WHAT MAKES FOR A QUALITY ResultsOHIO PROJECT?

- **Strong project leadership and partners who are committed to PFS and the ResultsOHIO model of project development, contracting, and execution**
- Total Contracted Project Duration: 2 years
- Total Contracted Project Cost: \$1-2 million
- Accessible and reliable data and quantifiable outcomes
- Private funding for up-front project costs:
  - Non-Profit and philanthropic entities, such as community, corporate, or family foundations, passionate about making an impact in their community
- Government funding for reimbursement:
  - The Treasurer's office does not provide funding for projects – government funds must be independently secured and appropriated per state or local budget process prior to contract execution

## GETTING STARTED – THE PROJECT ABSTRACT

- The Project Abstract is structured to elicit key information necessary to assess the suitability and readiness of a project to be structured as a PFS project and contract under the ResultsOHIO model.
- Project sponsors will provide project details broken down into 4 key areas:
  - ✓ **Project Team**
  - ✓ **Project Purpose and Service Delivery**
  - ✓ **Private Funding and Project Costs**
  - ✓ **Data Identification and Evaluation**
- If a project is suitable for the ResultsOHIO model, the Treasurer's office will work with project sponsors to ensure it's primed for contracting and ready to seek the final piece of the equation – government funding.

## ResultsOHIO IN ACTION

- In partnership with the Foundation for Appalachian Ohio (Project Sponsor), Vision to Learn (Service Provider), and the Ohio Optometric Foundation (Private Funder), ResultsOHIO is helping to expand access to vision care and services for school children across 32 Appalachian counties throughout Ohio.

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- The project uses a mobile vision clinic to provide school-site vision care to Ohio students. Service delivery includes vision screenings, eye exams, and new prescriptions glasses – all free of charge to the students and their families.

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- The University of Cincinnati Evaluation Services Center is serving as the project's independent evaluator and has been tasked with measuring performance outcomes to determine whether or not desired results have been achieved.



FOUNDATION FOR  
APPALACHIAN OHIO  
Give. Grow. Create.



Vision To Learn  
Focus on the Future



Ohio  
Optometric  
Foundation



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