



2016 Round 2 Social Innovation Fund Pay for Success Competition Overview Webinar Transcript

This document is a transcript of a webinar covering the 2016 Social Innovation Fund Pay for Success Notice of Federal Funding Availability (NOFA). It has been very lightly edited for print, and is presented in a conversational, rather than a formal tone. For official guidance, please see the NOFA.

2016 Round 2 Social Innovation Fund
Pay For Success
Competition Overview

AmeriCorps | Senior Corps | Social Innovation Fund | Volunteer Generation Fund

Welcome to the 2016 Round 2 Social Innovation Fund Pay for Success Grant Competition Overview. We appreciate your interest in the Social Innovation Fund, otherwise known as the SIF, and thank you for joining us.

My name is Lois Nembhard and I am the Deputy Director of the Social Innovation Fund.

Purpose of this Webinar

- 1 Provide an overview of the Social Innovation Fund (SIF) and its Pay for Success (PFS) Program
- 2 Highlight key aspects and requirements of the Notice of Federal Funding Availability (NOFA) for the 2016 PFS Competition
- 3 Help you determine if this is the right opportunity for your organization

Note: You must read the NOFA and the application instructions for detailed information.

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Our intent today is to provide you with information on the Social Innovation Fund and our Pay for Success (or PFS) program and competition in order to help you determine if this is the right opportunity for your organization; and if so, to encourage you to explore further.

It's important to note that reading the Notice of Funding Availability, or "NOFA," which comprehensively details the SIF PFS Program and its requirements, is key to making your assessment of whether this is the right opportunity for your organization. You must also read the application instructions in order to have all the information necessary to submit a competitive grant application.

Outline of Today's Webinar

- Social Innovation Fund (SIF)
- SIF Pay for Success (PFS) Program
- 2016 Round 2 PFS Program Requirements

Social Innovation Fund



This webinar will provide background on the Corporation for National and Community Service and the Social Innovation Fund, describe our Pay for Success Program, and discuss the highlights of what is required to apply for this grant.

We will pause for questions at different points during the webinar. You will be able to ask questions either by typing into the chat box or speaking through your phone line.

The Corporation for National & Community Service

- Dedicated to improving lives and strengthening communities by fostering civic engagement through service and volunteering, and identifying and scaling effective solutions to community challenges
- Engages more than five million Americans annually in service to their communities through programs such as Senior Corps and AmeriCorps

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The Corporation for National and Community Service, or CNCS, is an independent federal agency, meaning that we are funded directly by Congress and don't fall under one of the larger federal agencies.

CNCS improves lives and strengthens communities through service and volunteering, and identifies and scales effective solutions to community challenges.

CNCS funds AmeriCorps and Senior Corps, and engages more than five million Americans every year in service. CNCS is also the nation's largest grantmaker in support of service and volunteering.

The Social Innovation Fund

CREATED BY THE BIPARTISAN PASSAGE OF 2009
EDWARD M. KENNEDY SERVE AMERICA ACT

Corporation for
NATIONAL &
COMMUNITY
SERVICE

SOCIAL
INNOVATION
FUND



Social Innovation Fund



The Social Innovation Fund is one of CNCS' newer programs and the only one not focused on service and volunteerism. It was created in 2009 when the CNCS was reauthorized with bipartisan support, and awarded its first grants in 2010. This photo is of the bill, the Edward M. Kennedy Serve America Act, being signed into law.

About SIF

Find what works, make it work for more people.

The SIF combines public and private resources to grow the impact of innovative, community-based solutions that have compelling evidence of improving the lives of people in low-income communities throughout the US.

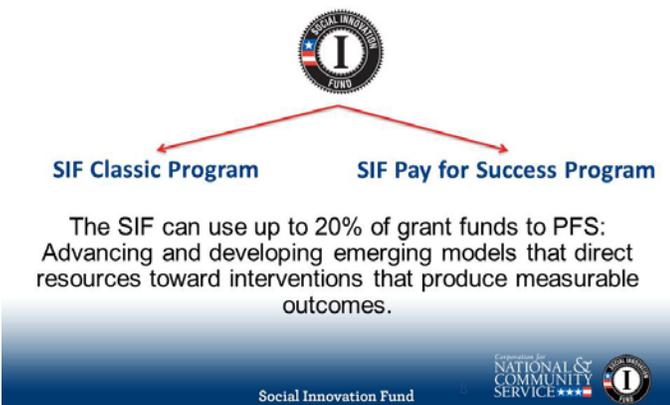


With the addition of the SIF, CNCS expanded its traditional activities to include a focus on identifying and growing innovative, evidence-based approaches to our nation’s challenges.

SIF’s mission is simple and straightforward: To find what works, and make it work for more people.

Since our first grants in 2010, SIF has awarded over \$301 million in federal funding to 46 organizations – our grantees. And our grantees and their subrecipients have leveraged those funds to generate over \$620 million in matching funds, and, through the expansion of their evidence-based programs, have improved the lives of more than 650,000 individuals.

SIF Classic & SIF PFS



The SIF has two distinct programs with the same overarching goal – to mobilize public and private resources to find and grow community solutions with evidence of strong results.

The SIF Classic Program funds experienced grantmakers to evaluate and grow innovative community-based solutions making an impact on low-income communities across the country.

The SIF Pay for Success, or PFS, program funds nonprofits and state and local governments to enable communities to pursue new models of financing social interventions that measurably improve the lives of low-income individuals.

In our Congressional appropriations, we have been given authority to use up to 20% of SIF funding for PFS programming.

SIF Classic and SIF PFS: Three Focus Areas



Both SIF programs have three focus areas, which I will describe in more detail in the coming slides. They are: Youth Development, Economic Opportunity, and Healthy Futures. SIF grantee programs must fall into one or more of these three focus areas.

Youth Development



Preparing America's youth for success in school, active citizenship, productive work, and healthy and safe lives

Youth Development is a very broad focus area, ranging from cradle to young adulthood. Programs working in this area aim to prepare our youth for success in school, active citizenship, productive work, and healthy and safe lives.

The types of interventions within the Youth Development issue area involved in a PFS program might include: Reading proficiency; Successful outcomes for children aging out of foster care; Improving outcomes for youth involved in the juvenile justice system; and Early childhood education, to give just a few examples.

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Economic Opportunity



Increasing economic opportunities for economically disadvantaged individuals

The Economic Opportunity focus area encompasses a range of activities that increase economic opportunities for the economically disadvantaged.

The types of interventions involved in a PFS program might include: Workforce development; or Social enterprises engaging the hard-to-employ.

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Healthy Futures



Promoting healthy lifestyles and reducing the risk factors that can lead to illness

And finally, Healthy Futures encompasses a range of activities that improve health outcomes for people of all ages.

The types of interventions involved in a PFS program might include: Supportive housing that aims to reduce the cost to the public for the health care of the chronically homeless; or Reducing childhood obesity through physical activity and nutrition education.

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There are six key elements to the SIF approach, with slight variations between SIF Classic and SIF PFS. The descriptions I am about to provide are specific to SIF PFS.

- The first two are, *Innovation and Evidence*: The Program requires that all proposed interventions be innovative, defined as solving old problems in new ways that improve upon the approaches that were being tried. And we expect the interventions supported by our PFS projects to have evidence of their effectiveness.

- Next, *Intermediaries*: Rather than the federal government deciding who will do the work in local communities and exactly how they will do it, the SIF

relies on our grantees to act as intermediaries. We competitively select grantees called “Recipients” with strong skills and track records of success to do the critical work of identifying promising solutions (interventions) to community problems. These Recipients then in turn select organizations called Subrecipients or Service Recipients – collectively called “Subs” – on a competitive basis, to validate and grow effective interventions.

- Fourth is *Scale*: The SIF funds Recipients to help implement and assess programs that aim to get results – like PFS transaction structuring – while simultaneously growing the impact and reach of service providers, leading to deeper or broader impact in communities.
- Then, *Match*: A core tenet of the SIF is the matching of federal investment with private or philanthropic dollars. The SIF requires that each federal dollar granted by the PFS Program be matched by Recipients 1:1 in non-federal cash (or up to 50% third party, in-kind contributions). This match requirement doubles the federal investment, augments working capital, and sparks new collaborations, helping Subs more effectively transform lives beyond the initial funding period. There is also a match requirement for Subs that I will discuss in a few slides.
- And finally, *Knowledge Sharing*: The SIF requires each Recipient to commit to knowledge sharing and other initiatives that advance understanding and more effective models in the social sector. To help disseminate this knowledge, the SIF’s Knowledge Initiative captures and shares the results and lessons learned from SIF investments.

Key Program Requirements

- ✓ Match
- ✓ Subrecipients and Service Recipients
- ✓ Evaluation and Knowledge Sharing
- ✓ Deliverables
- ✓ Allocation of Funds

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Requirement: Recipient Match

- Recipients are required to match their grant awards on a 100% dollar for dollar basis
- Up to 50% of match can be in-kind from a third party
- At the time of application, must demonstrate ability to meet 10% of what they must raise in year one for a match

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Requirement: Subrecipient Match

- Subrecipients must match 100% federal funds expended with non-federal funds
- Up to 100% can be third party, in-kind
(Note: Not required of Service Recipients)

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The PFS Competition has five key program requirements. They are:

- Match,
- Selection of Sub-Recipients and Service Recipients,
- Evaluation and Knowledge Sharing,
- Deliverables, and
- Allocation of Funds.

I will go through each requirement in the following slides.

Recipients must match every federal dollar spent with a dollar from sources outside the federal government. Up to half of that match can be from third-party, in-kind contributions.

The Recipient is responsible for raising this match and can do so from multiple sources.

At the time of application, applicants must demonstrate the ability to meet 10% of their first year match requirement in non-federal cash.

Subrecipients must also match every federal dollar spent with a dollar from sources outside the federal government. For Subrecipients, up to 100% of the match may be from third-party in-kind contributions.

It's important to note that this match requirement is not extended to Service Recipients – which are those entities receiving only *services* – as opposed to funds – from Recipients. It is at the discretion of Recipients whether to require their Service Recipients to provide match.

Requirement: Subrecipients and Service Recipients

- Two-tiered grantmaking structure
- Within six months of receiving award, Recipients must select Subs through an open and competitive process.
- At least one month in advance of releasing the competition, Recipients must submit to CNCS a Sub-Selection Plan for approval.
- Recipient monitoring of Subs throughout duration of subaward.

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As we discussed earlier, the SIF employs a two-tiered grantmaking structure, which means that SIF's Recipients must in turn make subawards to either Subrecipients or Service Recipients.

There are two primary requirements regarding Subrecipients and Service Recipients: first, within six months of receiving the SIF award, Recipients must select Subs to receive either funds or services (or both) through an open and competitive process.

Second, Recipients must outline what that open, competitive process looks like through what we call a "Sub-Selection Plan." This includes a plan for Recipients to ensure that Subrecipients and Service Recipients create an individualized evaluation plan, using a robust

evaluation methodology with a sufficient level of rigor. That plan must be sent to CNCS for approval at least one month before releasing the competition.

Finally, it is important to note that because Recipients are pass-through entities of federal funding, they have the responsibility of monitoring how Subs are using federal funding toward their overall program. This may include, but is not limited to, financial site visits and desk audits, monitoring of milestone completion, and providing technical assistance for Subs' completion of Criminal History Checks.

Requirement: Participation in SIF PFS Evaluation, and Knowledge Sharing

Knowledge Building

- Identifying what we are learning across SIF PFS projects

Knowledge Sharing

- SIF-led efforts
- Recipient-led efforts, including sharing tools and documents publicly

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The next program requirements that we will discuss deal with knowledge building and knowledge sharing.

The SIF PFS Program seeks to contribute to building knowledge about PFS projects. Grant recipients are expected to participate in any such efforts .

CNCS will also ensure that knowledge is captured at a program level and shared widely with the field, and expects Recipients to articulate how they will contribute to and augment overall knowledge sharing activities. SIF will incorporate PFS Program findings into webinars and toolkits, publically share documents created for projects, such as contracts, and host convenings to share lessons learned, best practices and findings from specific programs. Recipients may also conduct similar activities

on their own, and with their Subrecipients or Service Recipients.

Requirement: Deliverables

- Recipients must provide deliverables to SIF at the end of the grant period.
- Examples:
 - report and assessment on the transaction structuring activities,
 - examination of any subsequent activities related to fully structured High-Quality PFS Project agreements,
 - final report on the initiation of a PFS Project.

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The next Requirement is Deliverables.

As you will read in the Notice, all funds and services that Recipients provide to Subs must culminate in Deliverables.

Examples of deliverables for the types of projects funded by this Notice might include:

- A report and final assessment of the PFS project
- A final report on the actual initiation of the project.

Requirement: Allocation of Funds

- 80% of funds must be spent on services/awards
- Up to 20% can be spent on administrative and other project costs
- Once award is made, SIF may consider exceptions

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The final requirement deals with the Recipient's allocation of funds.

For all proposals, a minimum of 80% of awarded federal funds must be directly invested in Service Recipients or Subrecipients. In addition to services performed for state and local governments, it is expected that Recipients will provide grants to selected nonprofit service providers to help allay their related project structuring costs, as needed. The remainder of the funds, up to a maximum of 20%, can be spent on administrative and other costs related to the project, including staff and resources to support the overall program.

After the award is made, in certain cases, CNCS may consider granting the Recipient permission to access

funds within the 80% for Recipient projects that may directly or indirectly benefit the Subs. Examples include projects that build data capacity and infrastructure for Sub projects, or initiatives to build a learning community among the Sub cohort.

Question/Answer Period

- Speak via unmuted lines
- Type question into chat box

Now that we have covered the basics of CNCS and SIF PFS, we will open up the lines to take questions.

We will now discuss the field of Pay for Success.

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What is Pay for Success?

A contracting model that ties funding for an intervention to its true impact in the community.

1. PFS Agreements

- Ex: Performance-based contracts
- Payors and Service Providers agree that services will not be paid until agreed-upon set of outcomes has been achieved/verified.

2. PFS Financing

- Ex: Outcomes Financing
- Third party investor fronts capital to service provider.
- Payor repays Investor only when outcomes have been achieved/verified.

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Put most simply, Pay for Success is a contracting model that ties funding for an intervention to its true impact in the community. The field of Pay for Success typically involves two separate models: Pay for Success contracting and Pay for Success financing.

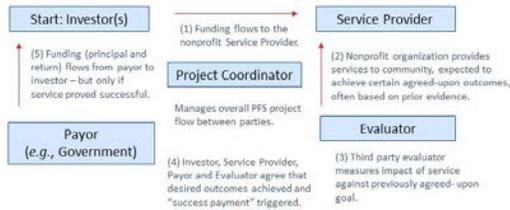
PFS agreements, or contracting, involve Payors (like a state or local government, hospital or school district) and Service Providers who agree that all or some portion of payment for services will not be paid until an agreed-upon set of outcomes or level of impact has been verified – for example, a reduction in chronic homelessness or an increase in employment. Achievement of outcomes is typically verified by an independent Evaluator agreed upon by all parties to a transaction.

PFS financing is sometimes referred to as “outcomes financing.” Oftentimes, in a PFS model, the service provider will lack the necessary resources to cover the costs of providing the intervention before they receive payment. To solve for this problem, in PFS financing, third-party investors provide financial resources necessary to carry out the intervention. Only once, and if, certain outcomes are achieved – for example, reduction in teen pregnancy, or increase in third grade literacy – the Payor will repay the investor its initial capital, and any potential return on investment.

It’s important to note that for the purposes of the SIF PFS Grant Program, we consider both PFS Contracting and PFS Financing projects viable for potential SIF-funded projects.

How does Pay for Success Finance work?

Flow of Funding / Operations in a PFS Finance Project:



Now to get into some more specifics: A typical PFS project that involves financing to carry out a PFS contract looks like the diagram on this slide. While projects vary and the steps are complex, the basics are captured here.

In a Pay for Success-finance project, generally, at least one investor will provide the up-front capital to an organization providing a service that is likely to generate a positive impact in the community.

The organization will deliver that service, and an independent evaluator will measure whether it had a causal impact on the population it was meant to serve.

If the service is shown to have achieved the performance goal established at the beginning of the project, then a

payor – often a state or local government – will make a “success payment” to the investor that covers both the principal investment and a return.

If the service is not shown to have achieved the goal, then the payor owes nothing to the investors. This allows taxpayers, or stakeholders for other payors, to ensure their limited dollars are spent only if and after a service achieves a certain impact.

Additionally, some PFS projects include a third-party validator to certify the findings of the evaluator. Most PFS projects to date have included a Project Coordinator – an entity that serves as the intermediary between the contracting parties.

As you can see, a PFS project can simply look like a three-way contract.



Now we’re going to discuss the various “steps” or “stages” of Pay for Success. There are typically four stages involved in getting a PFS project from conception to fruition.

First comes “Conception” – this is typically when a Service Provider or government initially begins to learn about Pay for Success and perhaps assembles a small team of individuals to investigate the idea.

Second is “Feasibility” – this stage involves the Payor or Service Provider undergoing an assessment to determine whether Pay for Success model could really help to accomplish the outcome they are looking for – that might be a reduction in homelessness, an increase in high school graduation rates, for example. To do this,

generally a Program Coordinator or other type of consulting organization may provide assistance to the Service Provider or Payor to help them make these determinations.

We are funding seven SIF PFS grantees across the country to assess feasibility and build capacity among state and local governments and nonprofit organizations.

Third is project “Construction” or “Transaction Structuring” – this stage comes after the Payor, generally, has determined that yes, in fact, they will pursue a Pay for Success strategy. During this stage, outcome benchmarks are determined, contracts are negotiated, and if a third party investor will be fronting funding to the service provider to cover the intervention’s costs, the initial capital raise begins.

We are funding four SIF PFS grantees to support PFS projects in the construction stage.

Then finally comes “Implementation” – this is when the actual service delivery begins – whether that is a community-based anti-recidivism program or a high-quality early childhood intervention. In this stage, outcomes payments are released only if and when the pre-determined outcomes are actually achieved.

This entire process can take anywhere from a year to three years, depending upon the complexity of the project.

Why Does PFS Matter?

- ✓ Provides capital in time of tight budgets and growing need
- ✓ Leverages private sector investors to scale effective interventions
- ✓ Focus on prevention, not remediation
- ✓ Minimizes risk to the government and maximizes return on taxpayer dollars
- ✓ SIF mission: find what works, make it work for more people



So why is the PFS financial model so important, and why is SIF investing in the development of Pay for Success?

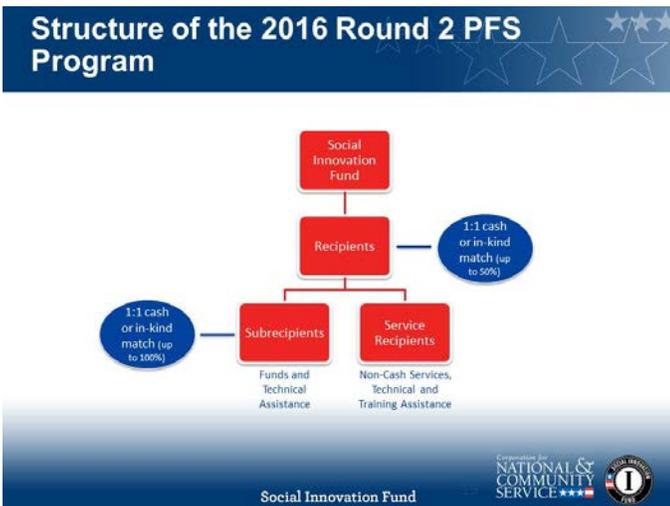
At a time when many levels of government are facing tight budgets, Pay for Success offers a new stream of funding to invest in evidence-based solutions that stand to strengthen communities across the country.

In a PFS-finance model, philanthropic and other private organizations provide the up-front capital for social interventions, enabling them to create measurable outcomes at greater scale.

In a Pay for Success project, outcomes sought focus on prevention - helping to address root causes of problems - instead of on the remediation of those problems.

And finally, for those PFS projects that involve the government, the model minimizes risk to the government and maximizes return on taxpayer dollars because the government only pays for what’s working to produce results.

Pay for Success is a particularly exciting field for SIF because SIF sees Pay for Success as a new tool that furthers our Mission of “Finding what works, and making it work for more people.”



Now I am going to discuss the 2016 Round 2 PFS Competition specifically.

As a reminder, the SIF uses a two-level grantmaking structure.

The SIF provides funding to Recipients. They in turn provide cash and/or services to entities known as Subrecipients and Service Recipients. For short, we refer to them collectively as “subs.”

The difference between Subrecipients and Service Recipients is that Subrecipients receive funding as well as technical assistance, whereas Service Recipients do not receive funds – only non-cash services plus Technical Assistance.

It is permissible for a Recipient to award Funds as well as Non-Cash services to subs, in which case that sub would be considered a Subrecipient.

Also illustrated on this slide is the match requirement for Recipients and Subrecipients.

2016 Round 2 PFS Approach

- ✓ Enhance the Data Readiness of state and local governments and tribes where PFS Projects are currently in the pipeline or that can demonstrate specific interests in developing PFS Projects in the future, and
- ✓ Provide developmental support to SIF-supported PFS projects

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With this competition, SIF seeks to: 1) build the pipeline of governments that are ready to engage in Pay for Success; and 2) address the developmental needs of SIF PFS projects to increase the likelihood that they will launch by: enhancing the Data Readiness of state and local governments and tribes where PFS Projects are currently in the pipeline or that can demonstrate specific interests in developing PFS Projects in the future; and providing developmental support to SIF-supported PFS projects.

Applicants may apply to provide services or funds to eligible entities under one or both of these approaches: Data Readiness of state and local governments and tribes for PFS; and developmental support for SIF PFS

projects.

1) Data Readiness for State and Local Governments and Tribes for PFS

Develop the data readiness of state and local governments and tribes through activities that build data; advance data access, cleaning, analysis, and use; and enhance data infrastructure. For example:

- Access, cleaning, and analysis of administrative or survey data
- Creation of integrated data systems
- Analysis of baseline program costs
- Creation of data sharing agreements

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Recipients under the first approach will develop the Data Readiness of state and local governments and tribes to prepare them to engage in PFS projects. Applicants should propose activities that build data capacity; advance data access, cleaning, analysis, and use; and enhance data infrastructure. A list of activities that Recipients may fund or provide services for are provided in the NOFA. Some of these are: access, cleaning, and analysis of administrative or survey data; creation of integrated data systems; analysis of baseline program costs; and creation of data sharing agreements.

2) Developmental Support for SIF PFS Projects – Provide Data Supports

Address the developmental needs of SIF PFS projects through the provision of data supports. For example:

- Diagnosis of data capacity or quality constraints
- Design or creation of integrated data systems
- Development of data sharing agreements with the Outcomes Payor

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There are two options under the developmental support for SIF PFS project approach. Recipients may fund or provide services to Subrecipients or Service Recipients to address their need for data supports. Some of the possible activities listed in the NOFA are: diagnosis of data capacity or quality constraints; design or creation of integrated data systems; and development of data sharing agreements with the Outcomes Payor.

2) Developmental Support for SIF PFS Projects - Prepare Service Providers

Address the developmental needs of SIF PFS projects by preparing Service Providers. For example:

- Creation of new data collection systems and infrastructure
- Utilization of performance measurements to increase program quality
- Automation and/or systematization of service delivery
- Cost analysis to determine true cost of service delivery

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delivery; or

- Cost analysis to determine true cost of service delivery.

Funding Priority 1

Alignment with the White House Data-Driven Justice Initiative, including efforts supporting:

- High-need mental health populations that intersect frequently with services such as police, health systems and homeless services and
- Programming supporting police and other first responders in assisting and diverting high-need mental health populations to alternative, community-based solutions.

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Recipients might also address the developmental needs of SIF PFS projects by preparing Service Providers to engage in SIF Pay for Success Projects. Recipients may fund or provide services to Service Recipients or Subrecipients for the:

- Creation of new data collection systems and infrastructure for High-Performing Service Provider(s), including orienting data around outcomes and establishing benchmarks for success; or
- Utilization of performance measurements to increase program quality;
- Automation and/or systematization of service

This competition seeks to target PFS efforts that diversify the issue areas and geographies served by PFS. SIF PFS competition reviewers will prioritize strong applications from high-performing entities that propose to focus on one or more of our two funding priorities.

The first is projects supporting and consistent with the mission of the White House Data-Driven Justice Initiative such as efforts supporting: 1) high-need mental health populations that intersect frequently with services such as police, health systems and homeless services; and 2) programming supporting police and other first responders in assisting and diverting high-need mental health populations to alternative, community-based solutions.

The NOFA includes a website with more information about this White House initiative.

Funding Priority 2

Projects targeting:

- Low-Income Communities
- Traditionally underserved and underrepresented geographic areas and populations, which include rural and economically depressed communities, tribal communities, disabled populations, and veterans

The second funding priority is projects targeting Low-Income Communities as well as those traditionally underserved and underrepresented geographic areas and populations, which include rural and economically depressed communities, tribal communities, disabled populations, and veterans.

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Funding and Eligibility

Funding	
Total Available	Up to \$7.3 million
Annual Grant for Each Recipient	\$350,000 - \$1,800,000
Funding for Each Sub (annual, in federal dollars)	\$75,000 - \$400,000
Eligibility	
Recipients (applicants to FY16 SIF PFS Competition)	Nonprofit organizations, public or nonprofit universities, state and local governments (and other political subdivisions), tribes, as well as faith-based organizations (or partnerships).
Subs	Nonprofit organizations, public or nonprofit universities, state and local governments (and other political subdivisions), tribes, as well as faith-based organizations (or partnerships).

This slide captures the funding and eligibility requirements of the competition.

Through this Competition, the SIF PFS Program will provide up to \$7.3 million to advance PFS throughout the country.

Each Recipient Applicant is eligible to apply for between \$350,000-\$1,800,000 per year.

Recipients must give between \$75,000-\$400,000 of federal dollars, annually, to each of their subs – either as cash if providing funds, or as the value of their services if providing services.

Eligible entities for both Recipient applicants and Subs include: Nonprofit organizations, public or nonprofit

universities, state and local governments (and their political subdivisions), tribes, and faith-based organizations.

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Qualities of SIF PFS Recipients

It is expected that PFS Recipients are:

- ✓ High-performing entities with strong track records
- ✓ Experienced with social finance, PFS or social innovation
- ✓ Experienced operating open competitions and managing subs
- ✓ Well-equipped to assess, oversee and report on subs

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Now a few words about the type of organizations we are looking to fund as part of the SIF PFS Program:

Ideally, the organizations that we're looking to award funds have the characteristics that you see on the slide.

First, these organizations will have a high-performing, strong track records in working with Subs.

They will have experience with social finance, or other Pay for Success or social innovation projects.

They will be experienced in running open competitions and then managing Subrecipients or Service Recipients.

And finally, they need to be well-equipped to assess, oversee, and report on their Subrecipients or Service

Recipients. This can be difficult and organizations new to this type of management may have a steep learning curve. That's why experience and capacity in these areas – the staff and leadership commitment to carry out these tasks - is key to a successful application.

Review Process

1. Compliance review
2. Blended review (Staff from CNCS and other Federal Agencies)
3. Clarifications (if necessary)
4. Final Decision
5. Notification
6. Award

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I'll now go briefly over the review process we will be using. It is outlined in more detail in the NOFA.

- First, we will look to ensure applications meet our eligibility requirements and are complete through a Compliance Review.
- Those applications that do meet the eligibility requirements will be reviewed against the selection criteria in the NOFA, by staff from CNCS and other federal agencies.
- Applicants may receive clarification questions from CNCS if needed.
- Finally, both successful and unsuccessful applicants

will be notified of their award.

Next Steps

- Notice of intent due August 31, 2016 at 5:00 PM Eastern Daylight Time (encouraged)
- Applications due September 20, 2016, 5:00 PM Eastern Daylight Time
- Questions? SIFApplication@cns.gov or (202) 606-3223

We encourage organizations to submit a Notice of Intent to apply by August 31, 2016. Note this is not required but encouraged.

Applications are due September 20, 2016 by 5:00 pm Eastern Time.

And you can submit questions to SIFApplication@cns.gov or call us at (202) 606-3223 and leave a message.

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Key Documents and Resources

www.nationalservice.gov/SIF

- NOFA and application instructions
- Frequently Asked Questions
- Link to previous successful applications
- National Service Hotline – for eGrants Help
- Other resources

There are some next steps you can take and resources that you can use to help determine if this is the right opportunity for you.

First, we encourage you to go to our website for more information and some very helpful resources, including Frequently Asked Questions that we will update throughout the application period.

Also, please look over the applications of our successful recipients. Although the focus of prior competitions might be different, you will still get a sense of what a successful application looks like.

And finally, our National Service Hotline is available for eGrants help.

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Why the SIF?

-President Obama, June 30, 2009

The bottom line is clear: **solutions to America's challenges** are being developed every day at the **grass roots** – and government shouldn't be supplanting those efforts, it should be **supporting those efforts**.

"Instead of wasting taxpayer money on programs that are obsolete or ineffective, government should be seeking out **creative, results-oriented** programs ... and helping them **replicate their efforts** across America."

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I'd like to leave you with two quotations that capture why the Social Innovation Fund and its Pay for Success Competition are so important and necessary.

There are many instances of community challenges being effectively address across the country. It's just usually at a relatively small scale. And we believe there is a role for government to play in identifying and growing these effective approaches, rather than funding programs that either studies suggest are not effective or maybe have not been studied at all and we don't know whether they're effective or not.

In a time of dwindling resources and increasing needs, it's imperative that all funders focus our precious resources only on what we know is truly making a

difference in people's lives. Through our approach, we are encouraging the social sector to look beneath the surface of the myriad programs out there and to help us find the interventions that actually work. This will allow these approaches to replicated across the country.

Question/Answer Period

- Speak via unmuted lines
- Type question into chat box

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Now we will open up the lines for one final question/answer period.

How to Reach Us

Email: SIFapplication@cns.gov

Voicemail: 202.606.3223

Updates: Sign up at www.nationalservice.gov/sif

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Thank you again for joining us today. As a reminder, if you have additional questions, please contact us at PFSApplication@cns.gov, or call us at 202.606.3223 and leave a detailed message. You can also sign up for SIF updates at the web address on your screen.