

CSH SIF Pay for Success RFP – Families Involved with Child Welfare

Introduction and Overview
August 29, 2017

The Source for
Housing Solutions



Welcome and Today's Presenters

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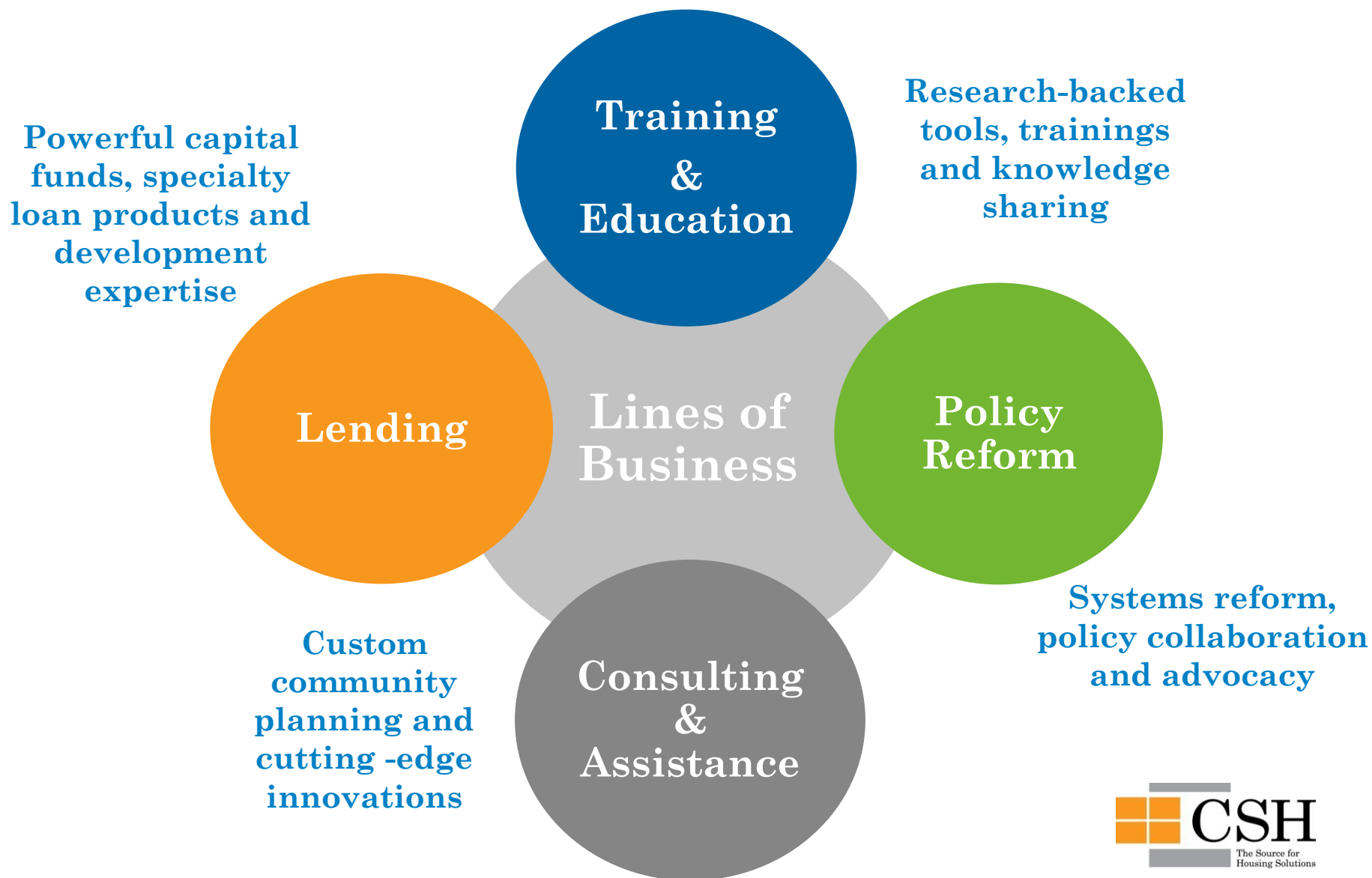
Agenda for Webinar

- **Pay for Success**
 - Definition
 - Stages
 - Technical Assistance work plan
- **Supportive Housing and Families**
 - Definition
 - CSH families work
- **Overview of RFP**
- **Q&A in Chat Box**



CSH advances solutions that use housing as a platform for services to improve the lives of the most vulnerable people, maximize public resources and build healthy communities.

What We Do



Pay for Success

What is Pay for Success?

Pay for Success (a.k.a. social impact “bonds”)

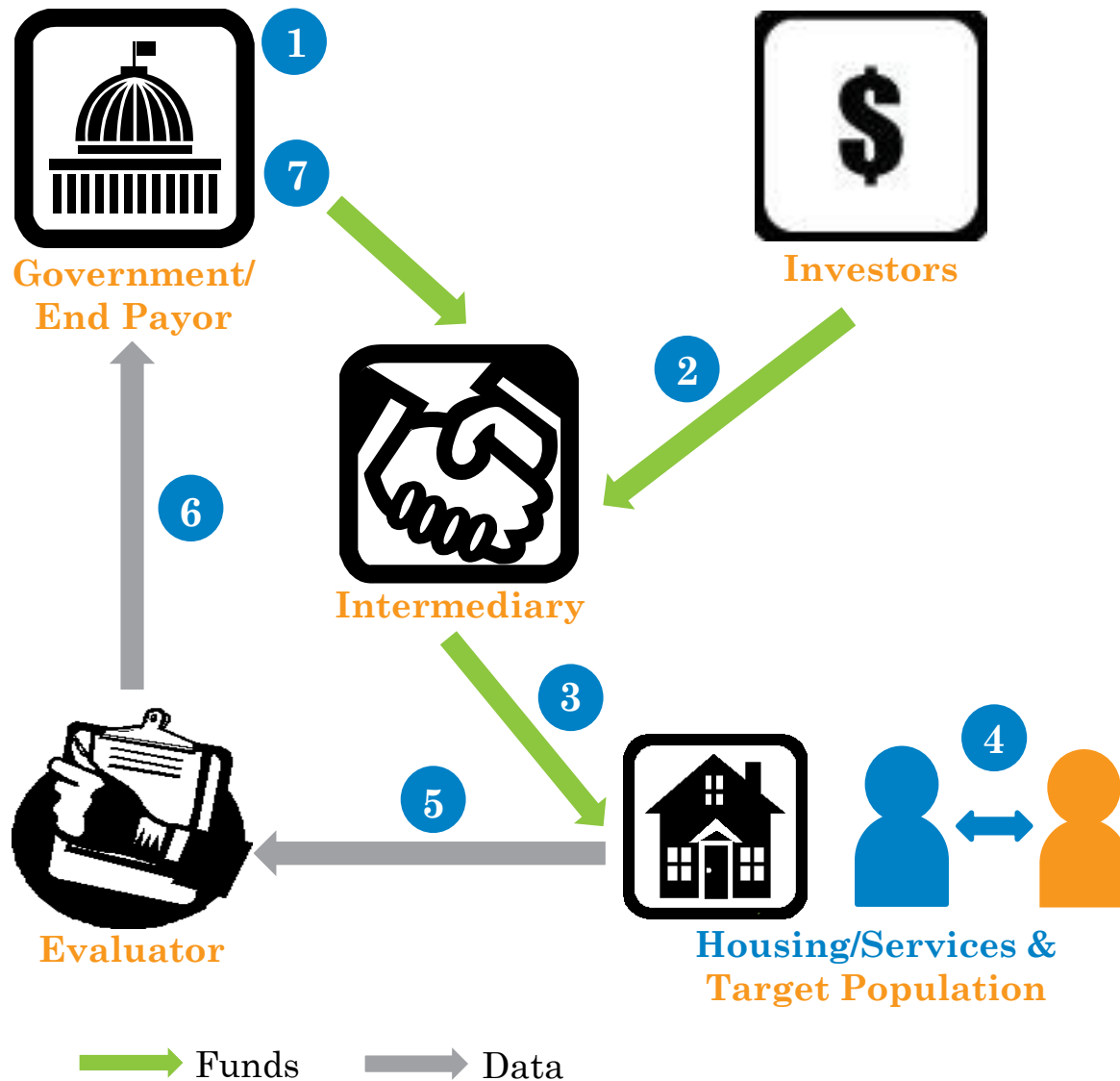


Upfront Working Capital



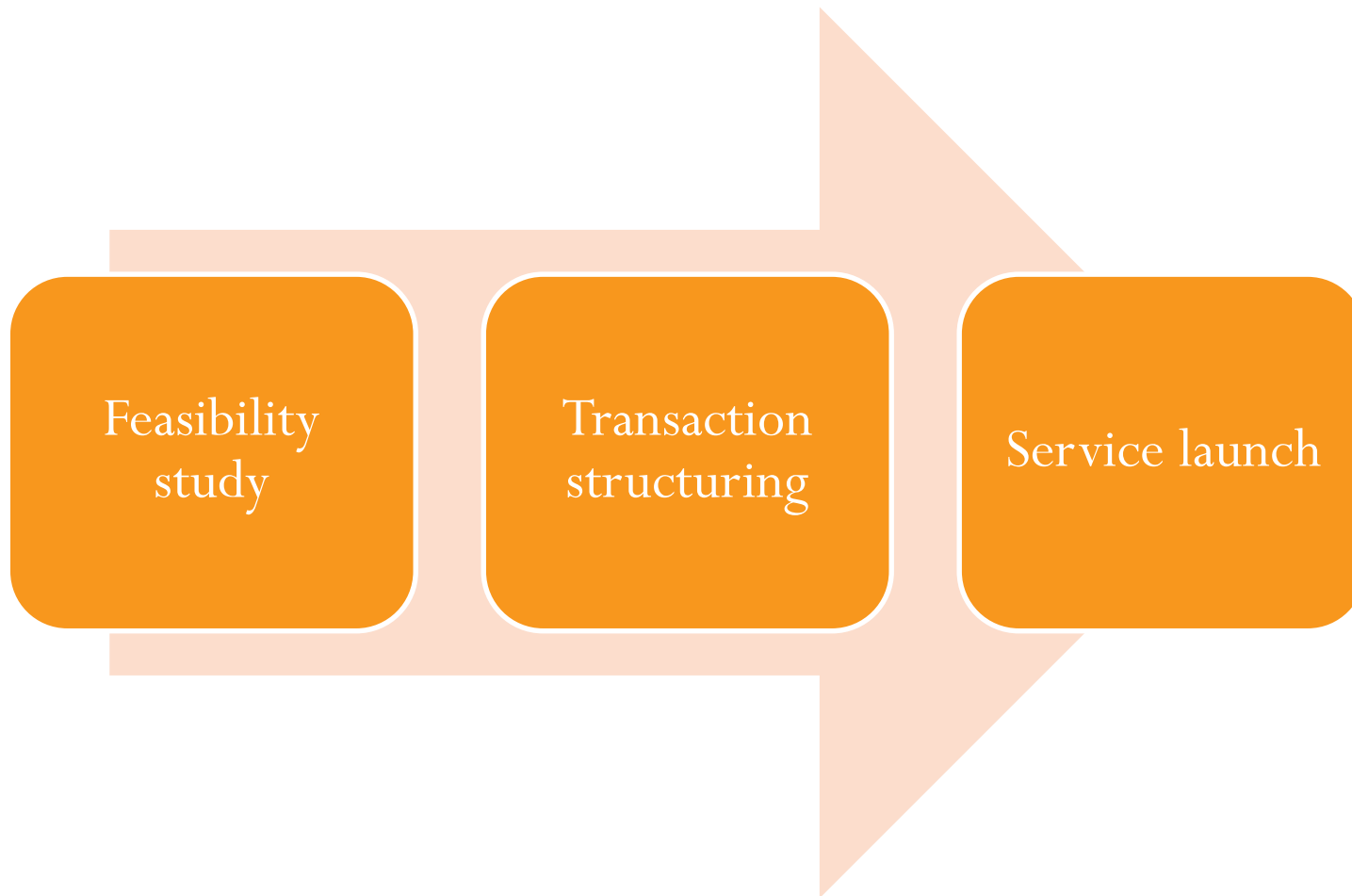
Pay for Success Contracts

What is a PFS Structure?



- 1 **End Payor** partners to develop PFS effort that connects a proven intervention with a target population in need of services.
- 2 **Investors** provide the upfront capital to finance the intervention.
- 3 **Intermediary** provides the service provider(s) with the working capital to implement the intervention.
- 4 **Service providers** deliver the transition supports, rental assistance, and services to the **target population**.
- 5 Outcomes and costs are tracked and provided to the third-party **evaluator**.
- 6 The **evaluator** determines whether the agreed upon metrics have been achieved.
- 7 **End Payer** makes success payments to the intermediary for distribution if outcomes are met.

Stages of PFS Development



Work Plan

Pay for Success education

- Ensure partners understand PFS
- Educate wider stakeholder group

Target population analysis

- Define priority population
- Assess status quo outcomes and costs

Develop success metric

- Identify and define potential metrics
- Assess current achievement against metric

Develop service model

- Determine whether to scale supportive housing or to test innovations

Build a value case

- Assess cost avoidance, benefit creation, and other elements of value

Develop preliminary financial model

- Show value creation and offer potential payment amounts

Plan for next phase

- Plan for procuring providers and intermediary or for transaction structuring

Supportive Housing and Families

Supportive Housing: An Intervention that Works



- Targets households with barriers to housing and/or employment
- Is affordable
- Provides tenants with leases
- Engages tenants in flexible and voluntary services
- Coordinates among key partners
- Supports tenants in connecting with the community

Impact Ranges by Outcomes

Housing outcomes

- 70-100% decline in days spent in shelters
- 65-95% stable accommodation rates

Healthcare: Inpatient, ER

- 14-78% decline in ER visits
- 15-90% decline in inpatient stays

Healthcare: Outpatient

- 22% decrease up to 90% increase in outpatient visits

Mental Health

- 50% decline in mental health expenditure to 35% increase in mental health service access

Criminal Justice

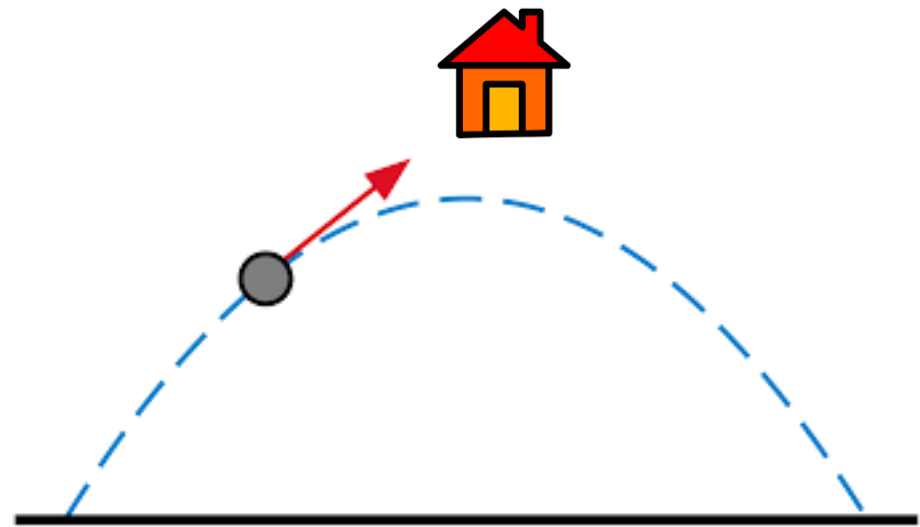
- 95% decline in incarceration costs to 'no significant difference'

Quality of Life

- Improved choice and life satisfaction
- Some to no impact on self-rated health

Changing the Trajectory of Child Welfare Involvement and Homelessness

- 37% of the families with a child in foster care were homeless in the 12 months prior to the loss of custody.
- In the Midwest Study, 1 in 3 youth transition out of foster care spent at least 1 night homeless by the age of 26.
- 38% of homeless single adults experienced past foster care involvement.



(Koegel, Melamid, and Burnam, 1995; Susser et. al., 1991; Bassuk, Buckner, et. al., 1997; Piliavin, Sosin, Westerfelt, and Matsueda, 1993; Zlotnick, Robertson, and Wright, 1999; Burt et. al., 1999; and Park, Metraux, and Culhane, 2005, Courtney 2010.) Mark Courtney, Partners for Our Children in Washington (2010) (Culhane et. al., 2007).

Keeping Families Together

- Housed and provided supports to 29 families in New York City.
- Positive outcomes for families and children.
- Offered a brighter future for parents and kids.



100%
of families with
children in foster care
were reunited

Reduced homeless
shelter use by

491

days per family,
2 years after the pilot



415

fewer days
in foster care
per child



87%
reduction in abuse and
neglect cases



90%

of families stayed in housing

25

more days of
school attended



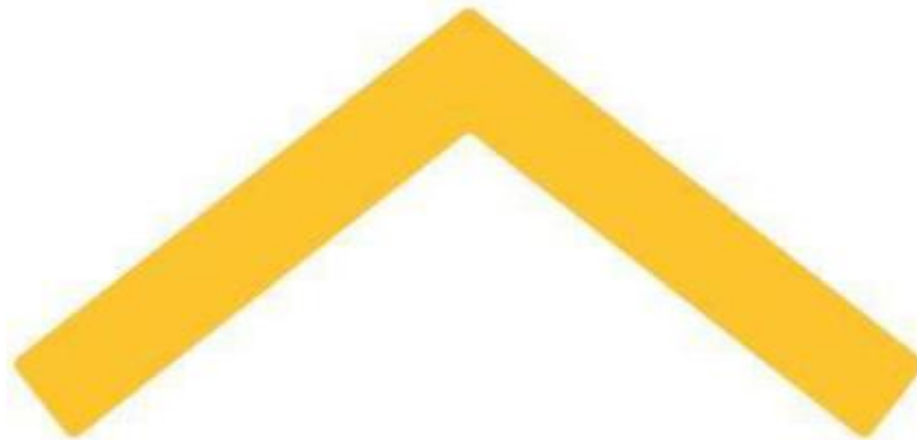
\$16,000

saved, per family
per year

One Roof Campaign

Goal: 50,000 units of supportive housing

<http://www.1RoofFamilies.org/>



ONE ROOF

Overview of RFP

CSH's Social Innovation Fund PFS Award

This grant award DOES:

- **Fund the Provision of Technical Assistance to Assess Feasibility and Develop PFS Capacity**
 - Awarded a \$750,000 3-year grant on October 1, 2014
 - We will match this 1:1 for a total value of \$1.5M

This grant award DOES NOT:

- Invest directly in particular Pay for Success deals
- Provide direct funding to create housing or services



RFP: What will Selected Applicants Receive?

CSH anticipates selecting 2 Sub-Recipients in this round

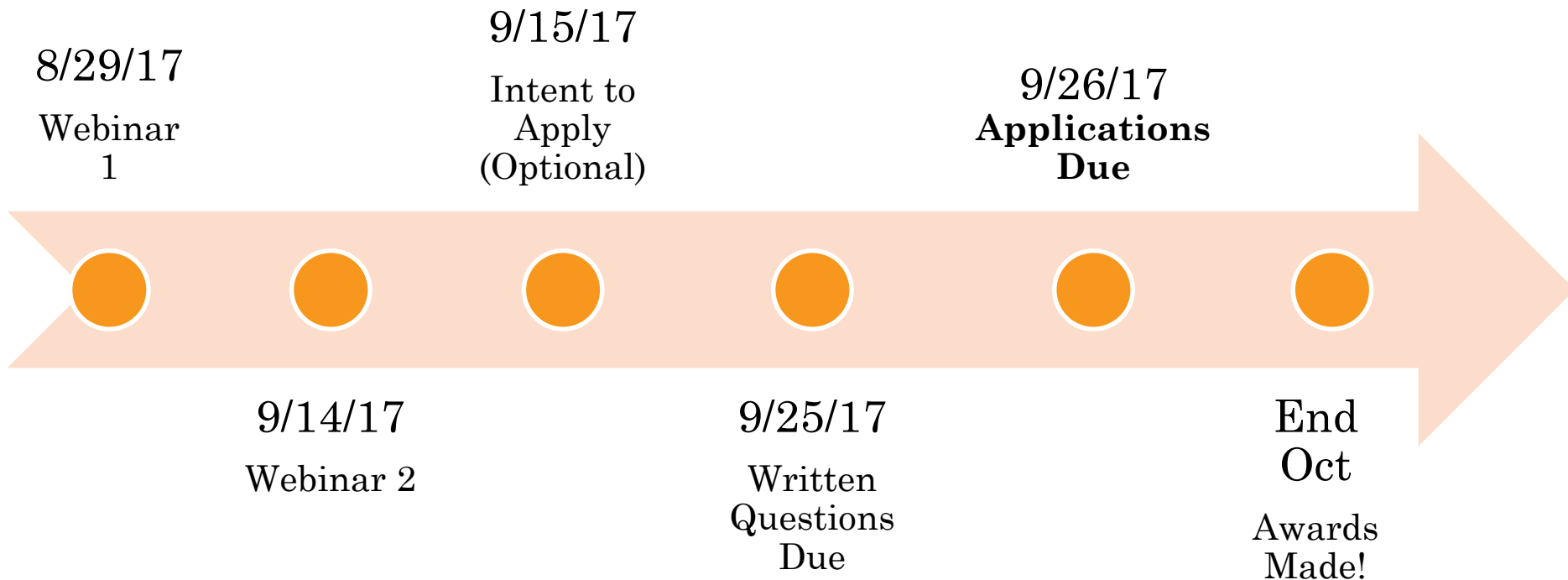
Sub-Recipients will receive:

- 6-9 months of assistance from CSH and its partners at an estimated value of \$75-100,000
- \$15,000 in resources
- Complimentary membership to CSH's training center
- Connection with peer organization, e.g. learning cohort

RFP: Eligible Applicants

- ✓ Government (state, county or city) or tribe
- ✓ Interest in receiving technical assistance to explore a Pay for Success initiative with supportive housing as the targeted intervention for Families with High Utilization of Child Welfare Systems and Histories of Housing Instability
- ✓ Intent to commit a minimum of \$45,000 in in-kind staffing dedicated to this effort as demonstrated by a letter of commitment from the organization/division providing the staff

CSH's PFS RFP: Key Dates



Notification of Intent to Apply

- **Due Sept 15th**
- **Should be sent to pfs@csh.org**
- **Should include:**
 - Name of lead applicant division/organization
 - Name of lead applicant point of contact including:
 - Mailing address
 - Phone number
 - E-mail address
 - Name(s) of other organizations on applicant/program team

Next Steps: Recap

- Review the RFP
- Identify or recruit team members
- Participate in the next webinar
- Email notification of intent to apply
- Visit www.csh.org/pfs for FAQs and updates
- Email pfs@csch.org with questions

Questions?

