

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

**Introduction and Overview**  
**September 14, 2017**

The Source for  
Housing Solutions



# Welcome and Today's Presenters

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# Agenda for Webinar

- **CSH**
- **Pay for Success**
- **Supportive Housing and Families**
- **Review 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.

# 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



# Pay for Success

# What is Pay for Success?

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

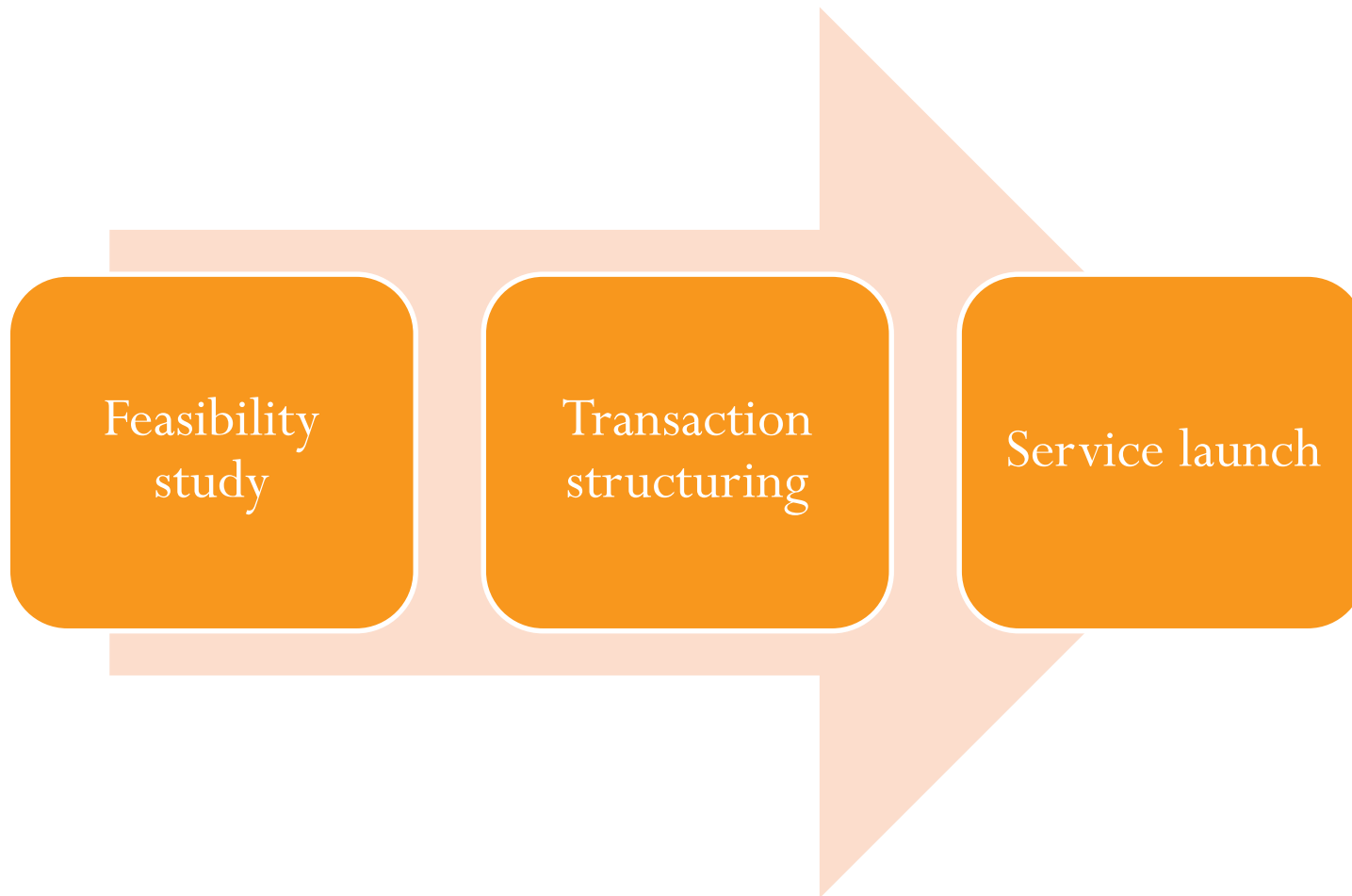


Upfront Working Capital



Pay for Success Contracts

# 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

# 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.



# Review of RFP

# RFP Content

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# Purpose of RFP

## CSH anticipates selecting 2 Sub-Recipients in this round

### Sub-Recipients will receive:

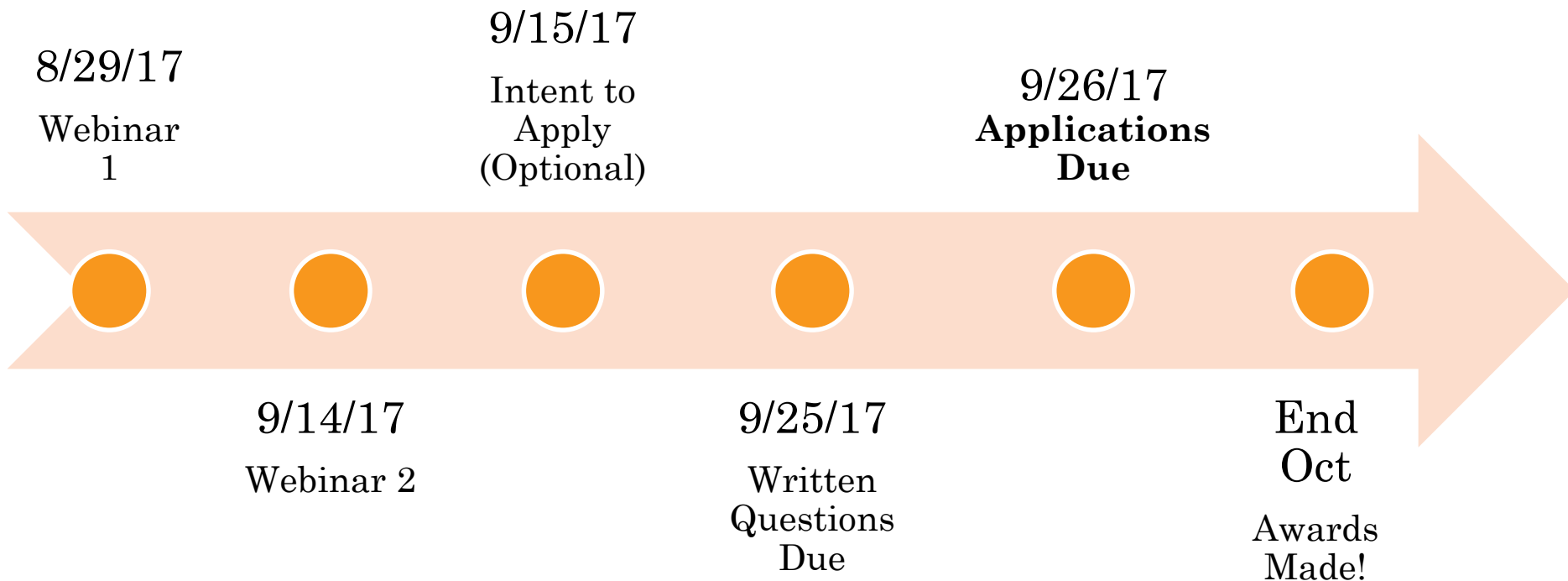
- 6-9 months of assistance from CSH and its partners at an estimated value of \$75-100,000
- \$15,000 in resources
- Complimentary membership to CSH's training center
- Connection with peer organization, e.g. learning cohort

# 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



# Timetable



# Notification of Intent to Apply

- **Due Sept 15<sup>th</sup>**
- Should be sent to [pfs@csh.org](mailto: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

# Application Questions & Scoring

Section	
Target population	<i>15 points</i>
Supportive housing	<i>15 points</i>
Access to data	<i>20 points</i>
End payer commitment	<i>20 points</i>
Leadership team and support	<i>20 points</i>
Project environment	<i>10 points</i>

# Target Population

## Questions

- Population description
- Target systems
- Current outcomes
- Anticipated value creation

## Considerations

- History of and interest in serving population;
- Desired outcomes articulated and specified;
- Clear sense of why PFS is useful for this service

# Supportive Housing

## Questions

- Housing strategy and type
- New construction
- Service strategy
- SH providers
- Service funding

## Considerations

- Demonstrated consideration of housing resources;
- Presence of high quality providers able to deliver to PFS

# Access to Data

## Questions

- Data system
- Data integration and matching

## Considerations

- Demonstrated ability to access relevant systems (HMIS, child welfare) and match individual-level data

# End Payor Commitment

## Questions

- End payors
- Letter of support

## Considerations

- Strength of commitment to paying for outcomes;
- Strength of relationships if additional end payer

# Leadership Team and Support

## Questions

- Leadership team members
- Project team members
- Overall staffing
- Letters of support

## Considerations

- Clarity of project structure and leadership;
- Diverse strengths/competencies, e.g. finance staff



# Project Environment

## Questions

- Jurisdiction interest
- Connection to jurisdiction initiatives
- Scaling
- Low income communities

## Considerations

- Fit with existing initiatives or demonstration of why this project can succeed

# Application Questions & Scoring

Section	Description
Target population <i>15 points</i>	History of and interest in serving population; Desired outcomes articulated and specified; Clear sense of why PFS is useful for this service
Supportive housing <i>15 points</i>	Demonstrated consideration of housing resources; Presence of high quality providers able to deliver to PFS
Access to data <i>20 points</i>	Demonstrated ability to access relevant systems (HMIS, child welfare) and match individual-level data
End payer commitment <i>20 points</i>	Strength of commitment to paying for outcomes; Strength of relationships if additional end payer
Leadership team and support <i>20 points</i>	Clarity of project structure and leadership; Diverse strengths/competencies, e.g. finance staff
Project environment <i>10 points</i>	Fit with existing initiatives or demonstration of why this project can succeed

# Full Proposal

- Complete responses to the questions in previous sections
- Letter of commitment to provide a minimum of \$45,000 in in-kind staffing and related benefits dedicated to this initiative
- Letter of support stating commitment to paying for outcomes if a Pay for Success service is a feasible
- Letter from a government-level executive stating that relevant data, which may include child welfare data and HMIS data, is accessible to the entity leading the application
- Additional letters of support for the project

# Selection Process

- Review committee will assess eligible applications
- Top ranked applicants will be invited to interviews taking place **the week of October 9<sup>th</sup>**
- Review committee will recommend sub-recipients based on application and interview scores

# Next Steps: Recap

- Email notification of intent to apply
- Visit [www.csh.org/pfs](http://www.csh.org/pfs) for FAQs and updates
- Email [pfs@csch.org](mailto:pfs@csch.org) with questions
- Apply!

# Questions?

