

Service Provider Capacity Building: Advancing Pay for Success, Systems Change, and Supportive Housing for Vulnerable Populations

RFP Informational Webinar

June 13, 2018



Welcome
and Today's
Presenter



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CSH



Agenda for Webinar

- CSH & Supportive Housing
- Pay for Success and Supportive Housing
- RFP: Service Provider Capacity Building
- Timeline, Application, and Next Steps
- Q&A in Chat Box

About CSH



Advancing Housing Solutions That



Improve lives of
vulnerable people



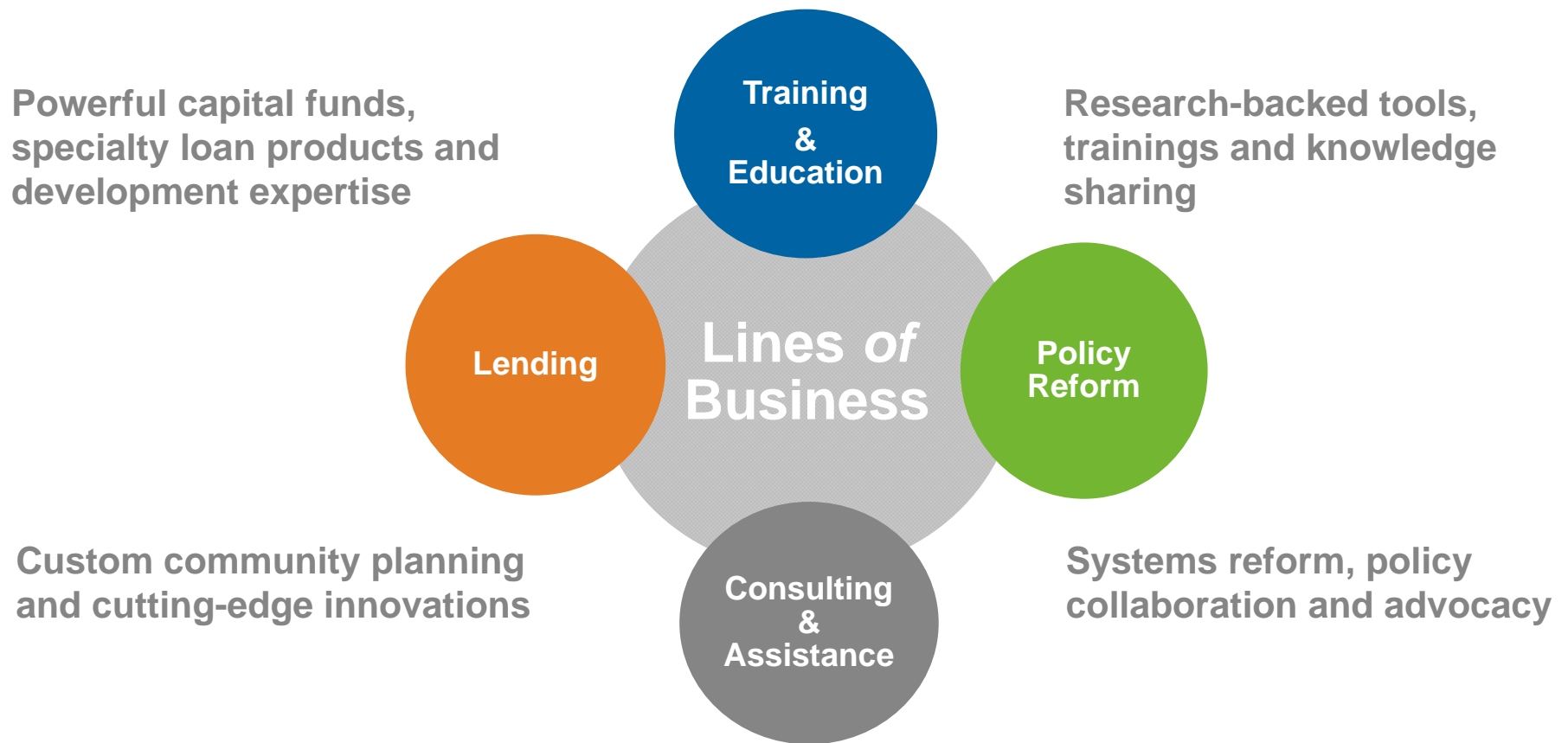
Maximize
public resources



Build strong,
healthy communities

What We Do

CSH is a touchstone for new ideas and best practices, a collaborative and pragmatic community partner, and an influential advocate for supportive housing.



What is Supportive Housing?



Key Definition: Supportive Housing

Supportive Housing

**Property and
Housing
Management**

**Project's
relationship to the
community**



Housing

**Supportive
Services**

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

Pay For Success

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What is Pay for Success?

Pay for Success
(a.k.a. Social Impact “Bonds”)



Upfront Working Capital

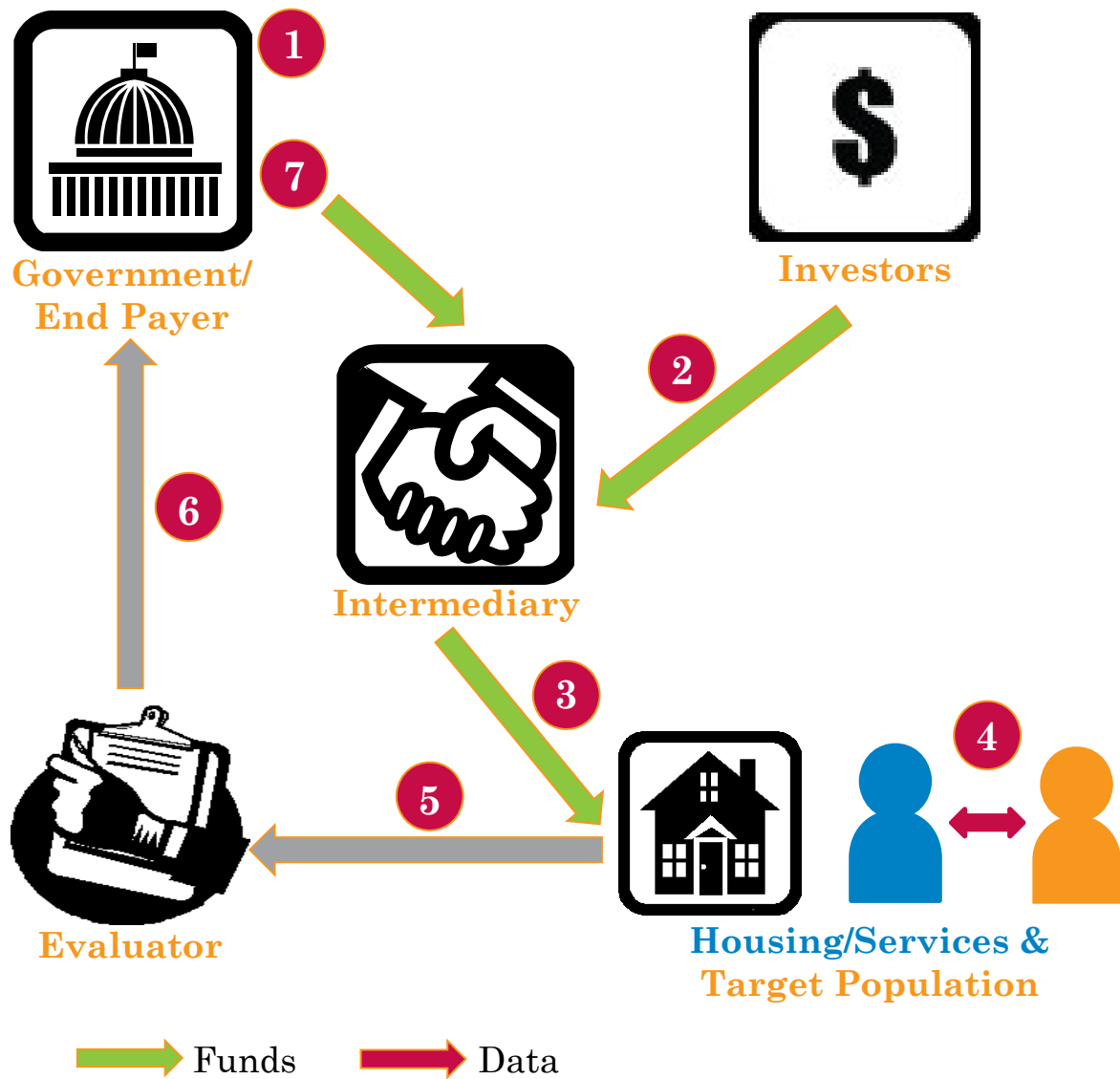


Pay for Success Contracts

Why Consider PFS?

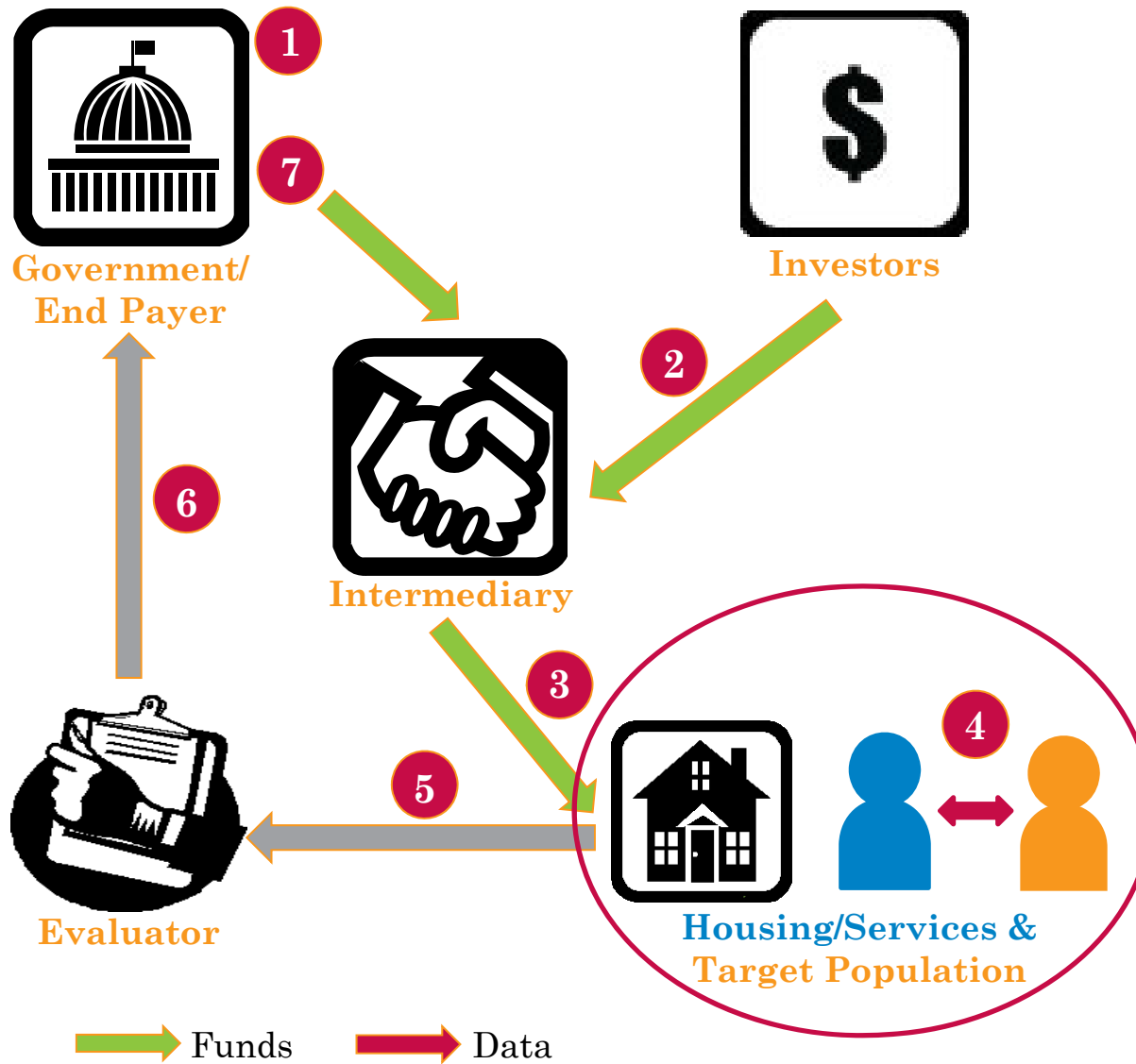
- ✓ Expand and improve outcomes for vulnerable individuals and families
- ✓ Shift government's focus to measuring and paying for outcomes, not just activities
- ✓ Leverage new financial resources to directly fund supportive housing
- ✓ Provide an admissions ticket to bring together diverse stakeholders focused on meeting the needs of a vulnerable target population

Pay for Success Flow



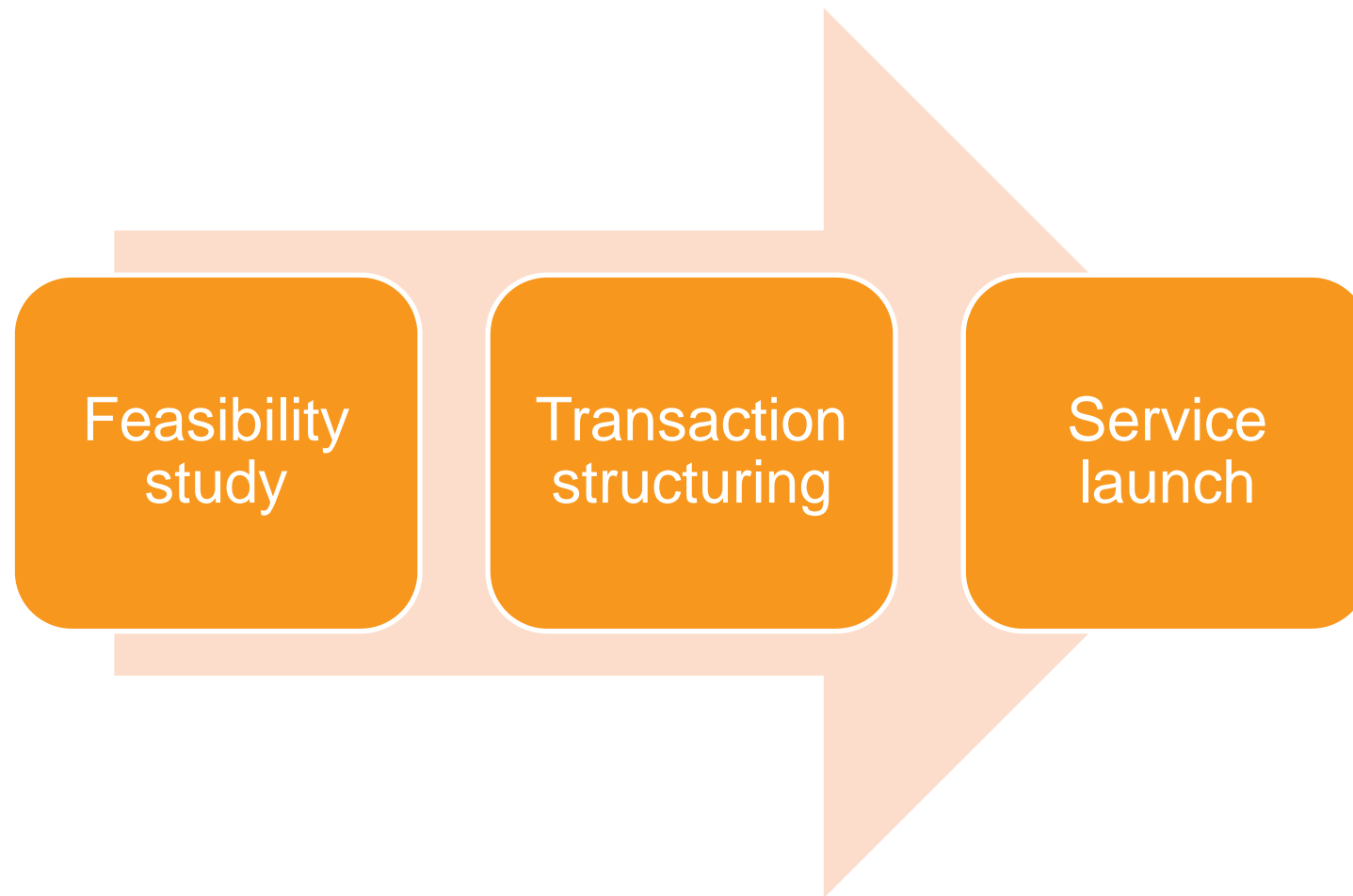
- 1 **End Payer** partners to develop PFS effort that connects a proven intervention with a target population in need of services.
- 2 **Investors** provide the upfront capital to finance the intervention.
- 3 **Intermediary** provides the service provider(s) with the working capital to implement the 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.

Pay for Success Flow



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Stages of PFS Development

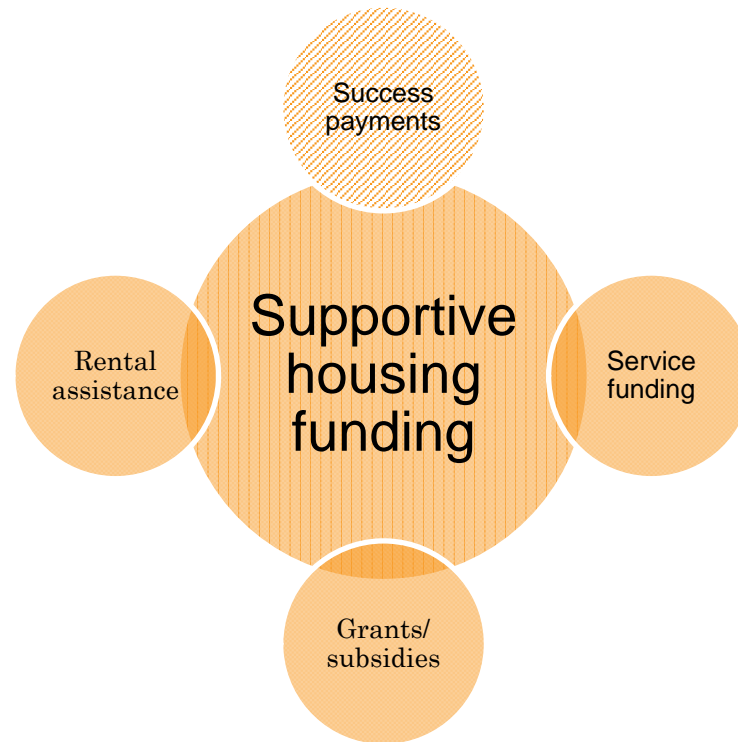


Why Do Pay for Success and Supportive Housing Fit Together?



Why Supportive Housing?

- Supportive housing is an evidence-based intervention
- Paying on the basis of outcomes it has a track record of achieving can help unlock new sources of funding



CSH and PFS

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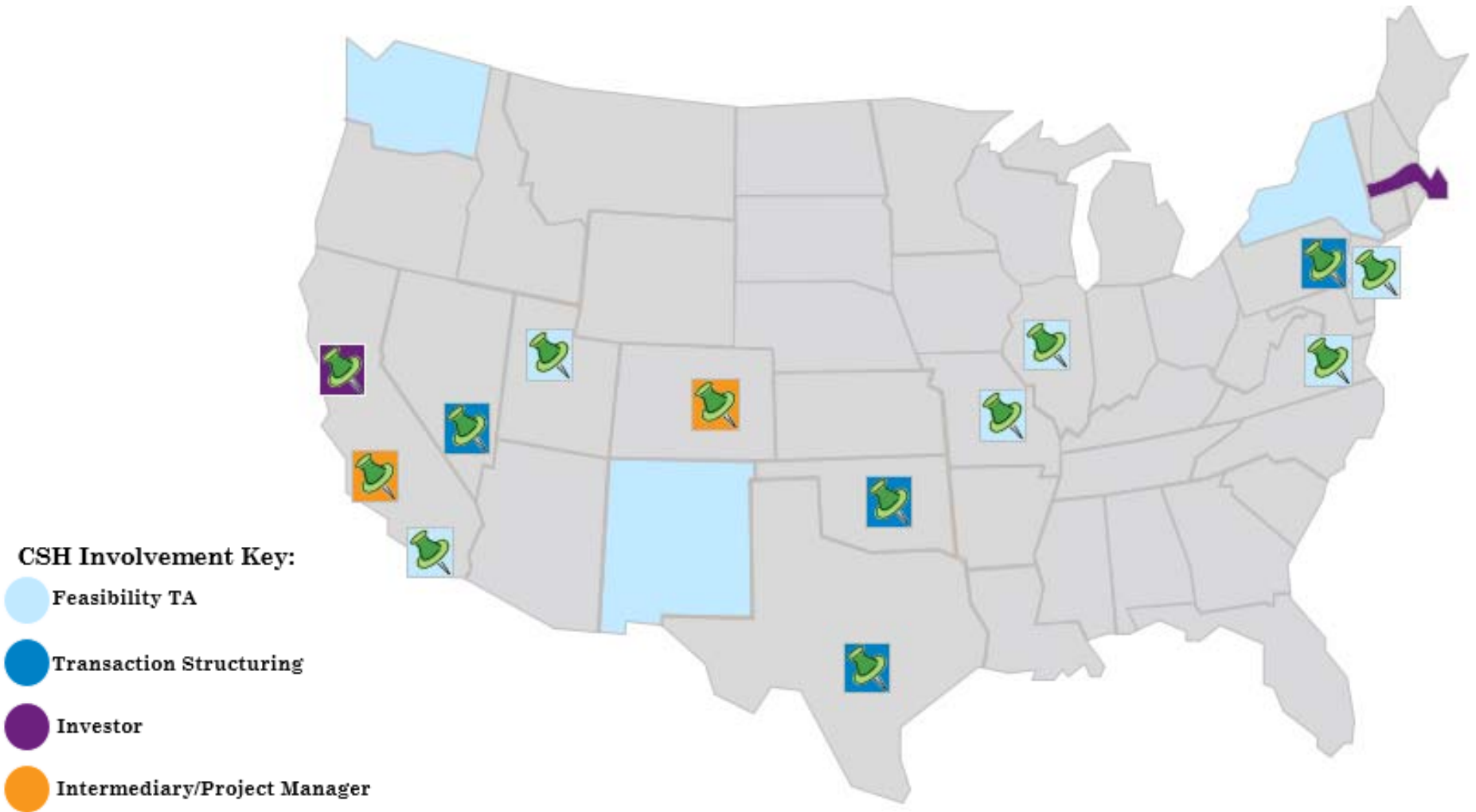
What Role Does CSH Play in PFS?

We Wear a Lot of Hats:

- Feasibility technical assistance provider
- Transaction coordinator
- Intermediary/Project Manager/Fiscal Agent
- Investor
- (well maybe not that one with the propeller...)



What Hats are We Wearing Where?



Service Provider Capacity Building

Advancing Pay for Success, Systems Change, and
Supportive Housing for Vulnerable Populations



Eligible Applicants: Service Provider Capacity Building

Eligible applicants

- Nonprofit organizations, or organizations applying on behalf of nonprofit service providers including public or nonprofit universities, state and local governments, tribes, as well as faith-based organizations in communities that previously benefitted from a SIF supported network of PFS investments as well as communities where the federal funds could accelerate the developmental readiness of their PFS pipeline.

Population of interest

- Individuals who are part of a cohort of people cycling between jail, shelter, and other public systems, at enormous expense with poor outcomes, other target populations who could benefit from supportive housing

Partners in the work

- Nonprofit Finance Fund (collaborating technical assistance provider)
- Corporation for National and Community Service (funder)

The Basics

- 2-3 awardees will be selected that are interested in using the Pay for Success model to create supportive housing for vulnerable populations. Applicants should be interested in the opportunity to further a PFS initiative in their community by building the capacity of nonprofit service providers.
- Selected participants will receive:
 - Service provider capacity building support
 - Technical assistance furthering overall PFS project development particularly around intervention design
 - Complimentary membership to CSH's training center
 - Connection with peer organization, e.g. learning cohort

Note: This assistance will set the stage for but does not directly fund housing or services.

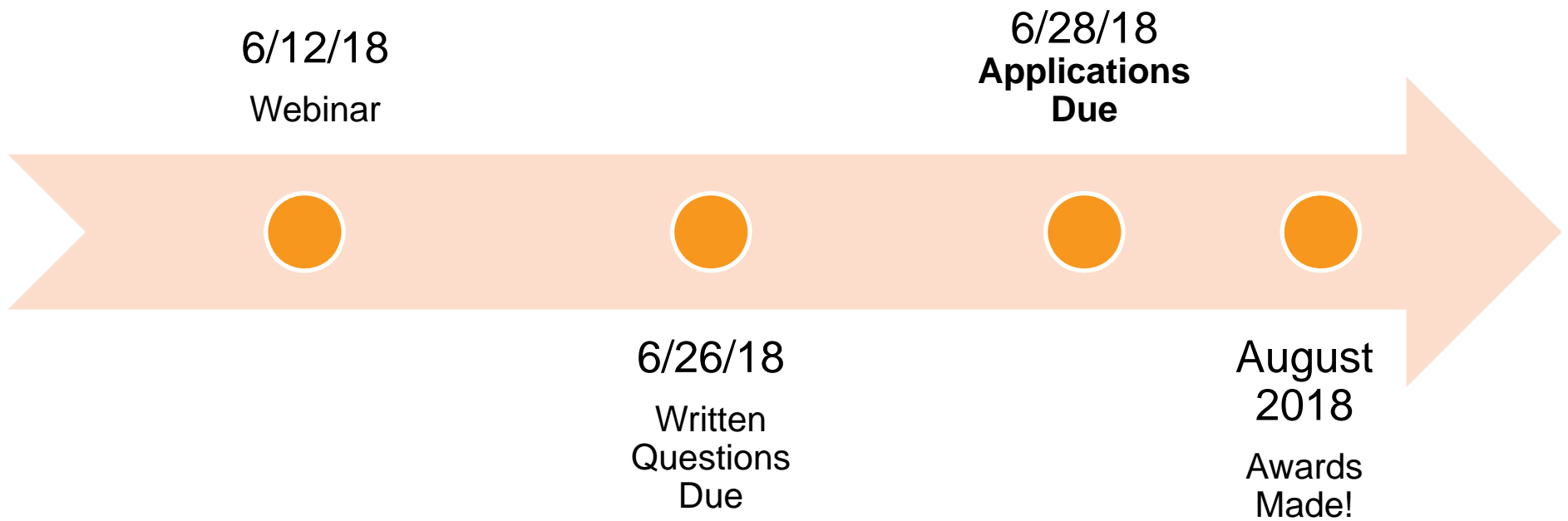
Components of Technical Assistance

- Working with each service provider to fully review current costs of services provided and develop a detailed service delivery model
- Reviewing or further developing the overall housing and services plan for the PFS initiative to be implemented
- Defining the eligibility and enrollment strategy in collaboration with end payors and evaluation partners
- Producing a summary of service provider engagement and a plan to quickly ramp up and implement
- Building the capacity of nonprofit organizations to engage in outcomes focused contracts like Pay for Success and to deliver a high quality supportive housing intervention.
 - This capacity building may take the form of training, technical assistance and/or learning collaboratives.

Timeline, Application, and Next Steps



CSH RFPs: Key Dates



Sections of the Application

- Applicant Details

- Pay for Success Potential

- Service Provider Need and Interest in Developing Capacity

- Access to and Use of Data

- Intervention Design: Supportive Housing

- Leadership Team and Project Support

- Project Environment

Recap of RFP

	Service Provider Capacity
Eligible applicants	Gov't, tribes, nonprofits
Target population	Super utilizers
Prior PFS exploration?	Prior PFS work in community
Intended intervention	Supportive Housing
Length of assistance	12 months
In-kind commitment required?	Yes
End payer as lead applicant?	Not required (but should include evidence of end payer interest)
Due Date	June 28 th

Next Steps: Recap

- Review the RFP
- Identify or recruit team members
- Visit www.csh.org/pfs for FAQs and updates
- Email pfs@csh.org with questions
- SUBMIT June 28th

Questions

