

Proponent Testimony in Support of the ResultsOhio Program  
Before the Senate Finance: Primary & Secondary Education Sub-Committee  
Sheri Chaney Jones, President, Measurement Resources Company  
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Chairman Terhar, Vice-Chair Lehner, Ranking Member Fedor and members of the Senate Finance Primary & Secondary Education Sub-Committee, my name is Sheri Chaney Jones and I am the President and Founder of Measurement Resources Company. Thank you for the opportunity to provide proponent testimony on the ResultsOhio program proposed by Ohio Treasurer Robert Sprague.

By way of background, I have over 20 years of experience helping government and nonprofit organizations measure the impact and effectiveness of programs. Leading Measurement Resources Company, an evaluation and research firm, for the past ten years has provided me the opportunity to help thousands of social sector leaders create measurement cultures. I've witnessed how leaders who use outcomes data to make decisions and investment save taxpayers significant dollars and at the same time realize important social change, such as improvement in educational outcomes, increases in economic stability, and reduction in recidivism into the criminal justice system.

More than ten years ago, I anticipated the trend of Pay for Success models and conducted research related to the readiness of the sector for these programs and the potential benefits. The results of this research are outlined in my book *Impact & Excellence: Data-driven Strategies for Aligning Mission, Culture, and Performance in Nonprofit and Government Organizations* (Jossey Bass, 2014). Research highlighted that currently less than 18 percent of government organizations are using outcome data to make investments and program decisions; yet, those that did experienced more efficiencies, greater impacts, better stakeholder relationships, and the attraction of outside funding sources (i.e. Federal grants, public-private partnerships, etc.). The ResultsOhio program will encourage Ohio initiatives to manage to outcomes and in turn achieve positive results.

I am familiar with the Pay for Success model in other states and are encouraged by the early success. A variety of social issues are occurring because of these models including reducing Oklahoma's population of women in prison, improving maternal and child health in South Carolina, teaching refugees and immigrants English and job

skills in Boston, helping low-income mothers to have healthy pregnancies in South Carolina, housing the homeless in Denver, and reducing storm water runoff in the District of Columbia<sup>i</sup>. Pay for Success models encourages programs to deliver results, while minimizing the risk of taxpayers and the government.

Thank you for opportunity to provide proponent testimony for the ResultsOhio program proposed by Treasurer Sprague. This meaningful and impactful program can help move Ohio forward in solving some of our most complex social problems in a fiscally responsible approach. I urge your favorable support.

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<sup>i</sup> <http://www.payforsuccess.org/projects>