

ResultsOHIO

ResultsOHIO FEASIBILITY REPORT

As part of the ResultsOHIO program, prospective Pay for Success (“PFS”) projects are subject to a uniform application and screening process. ResultsOHIO Feasibility Reports are only issued to those projects deemed PFS Appropriate and Ready, meaning that the project, as described in the application, meets the requirements for the ResultsOHIO model and is well positioned to move forward with a PFS contract should it receive the support of policymakers.

Cincinnati Works Project

PFS APPROPRIATE AND READY

The Cincinnati Works Project, as described in the application, meets the requirements for the ResultsOHIO model as it has an extensive history of service delivery and historical data, measurable performance metrics, upfront private sector funding, strong support from employers and local government entities, and evidence of achieving positive outcomes for its members.

PROJECT PROPOSAL OVERVIEW

Cincinnati Works seeks to move individuals from poverty to self-sufficiency by providing job readiness services, career coaching, and individualized supports, including financial wellness trainings. The organization is seeking to expand its services in the greater Cincinnati area to two new locations in the northern suburbs, improve operations to maximize outcomes, and accelerate employer engagement.



PROJECT DURATION/COSTS

5 years, \$9.7 million¹



POPULATION

Adults living below 200% of the Federal Poverty Level



LOCATION

Greater Cincinnati Area



SERVICE PROVIDER

Cincinnati Works



SERVICE INTERMEDIARY

Cincinnati Works



PERFORMANCE METRICS

Job acquisition/retention, wage increases



POTENTIAL PRIVATE SECTOR FUNDERS

Maycomb Capital's Community Outcomes Fund intends to serve as the upfront private sector investor.



INDEPENDENT EVALUATOR

To be procured by the Treasurer's office, pursuant to ORC 113.61, upon receipt of a project appropriation.

¹ This figure was provided by the applicant and may not reflect all other costs necessary to administer the PFS contract, including those related to the independent evaluator. The appropriation will need to account for total cost for the project. Please contact the Treasurer's office for more information.

CINCINNATI WORKS PROJECT PROPOSAL**PROJECT DESCRIPTION**

With the goal of ultimately moving its members out of poverty, Cincinnati Works provides long-term supports that not only focus on job skills and employment, but also centers around physical, psychological, spiritual, legal, and practical needs to better address unemployment and underemployment. The organization's model is expansive and individualized, focusing primarily on the person, and continuing over the long-term journey to self-sufficiency. This approach differs from other workforce development programs that only supply job training and placement.

ANTICIPATED PROJECT COSTS AND TIMELINE

This project proposal contemplates delivering services for a 5-year period, starting in 2021 with performance metrics anticipated to be measured annually.

Cincinnati Works has suggested that results-based payments for successfully meeting performance metrics would total \$9.7 million, which is primarily based off estimated expenses for service delivery and the cost of carrying the upfront capital. The figure is subject to change, as it may not reflect all other costs needed to be included in the appropriation.

ESTABLISHED PROJECT STRUCTURE AND MEMBER DESCRIPTIONS

Cincinnati Works, a 501(c)(3) with a 24-year record of delivering career coaching and support services through a network of more than 100 area employers, will be the service provider and the intermediary.

Maycomb Capital's Community Outcomes Fund, which operates a \$50 million mission-driven private capital fund for outcomes financing, intends to serve as the upfront investor upon final due diligence checks.

Additionally, Cincinnati Works is considering additional partnerships to assist with data coordination.

DATA IDENTIFICATION AND EVALUATION CONSIDERATIONS

Cincinnati Works structured its performance metrics, timeline, and results-based payments around its historical data.

The following have been suggested as potential performance metrics:

- » Job Acquisition;
- » 6 and 12-Month Job Retention;
- » Wage Increases; and
- » Improvements to Financial Wellness

Most of the performance metrics are based upon the past three years of historical data. This project will primarily rely on Cincinnati Works data, which is already being collected and housed in Salesforce. Some of the data points (wages prior to enrollment) are self-reported by members, but can be validated through data sources from the State of Ohio.

**Any data, figures, calculations, or any other representations used herein were provided by the applicant and have not yet been independently verified by the Treasurer's office. As such, the Treasurer's office offers no warranty, express or implied, regarding the accuracy, adequacy, completeness, legality, reliability, or usefulness of any information provided by the applicant for the purpose of this initial evaluation.*

**If the applicant is awarded a pay for success contract, the project, as proposed in the application, is subject to change, and shall be subject to the terms and conditions of the pay for success contract.*