

ResultsOHIO

ResultsOHIO FEASIBILITY REPORT

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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

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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.

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Columbus Works Project

PFS APPROPRIATE AND READY

The Columbus Works Project, as described in the application, meets the requirements for the ResultsOHIO model as it presents a history of achieving positive outcomes for its members, has historical data and supporting evidence demonstrating success, and lends itself to measurable performance metrics.

PROJECT PROPOSAL OVERVIEW

Columbus Works seeks to move individuals out of poverty through employment by providing career-related coaching and wraparound services to adults living below 200% of the Federal Poverty Level (FPL).

The organization currently has locations in the Franklinton, Linden, South Side, and Weinland Park neighborhoods of Columbus, Ohio. Through this project, the program anticipates expanding its footprint to the east side of Columbus to serve the Whitehall and Groveport areas.



PROJECT DURATION/COSTS

5 years, \$2.3 million¹



POPULATION

Adults living below 200% of the Federal Poverty Level



LOCATION

Franklin County



SERVICE PROVIDER

Columbus Works



SERVICE INTERMEDIARY

Columbus Works



PERFORMANCE METRICS

Employment and decreased reliance on public benefits



POTENTIAL PRIVATE SECTOR FUNDERS

Columbus Works is currently engaging potential private sector funders.



INDEPENDENT EVALUATOR

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COLUMBUS WORKS PROJECT PROPOSAL**PROJECT DESCRIPTION**

Columbus Works seeks to address poverty by offering an integrated model to its members. Through the project, members receive career, life, and financial coaching; job placement services; and wraparound supports to address other barriers to self-sufficiency, including legal services, medical and behavioral health care, and housing.

The organization's model differs from other employment service models because of its long-term period of engagement, soft skill training, and wraparound services. Additionally, Columbus Works is free for its members.

ANTICIPATED PROJECT COSTS AND TIMELINE

Through its proposal, the organization anticipates a 2021 commencement with a 5-year service delivery period. At its peak, Columbus Works estimates that it could serve up to 360 members annually.

Performance metrics are anticipated to be measured twice a year.

Columbus Works has suggested that results-based payments for successfully meeting performance metrics would total \$2.3 million dollars, which is primarily based off estimated expenses for service delivery and the cost of carrying the upfront capital. The figure may not reflect all other costs needed to be included in the appropriation.

ESTABLISHED PROJECT STRUCTURE AND MEMBER DESCRIPTIONS

Columbus Works, a 501(c)(3) with a mission to eliminate poverty, intends to serve as the service provider and service intermediary. The organization has been delivering services since 2016 and has 90 employer partners that it currently works with to help members attain and retain full-time employment with competitive wages.

DATA IDENTIFICATION AND EVALUATION CONSIDERATIONS

Columbus Works has suggested the following as potential performance metrics:

- » Employment; and
- » Reliance on Supplemental Nutrition Assistance Program (SNAP) and Medicaid benefits

The organization utilized its own historical data to develop performance metrics. As a baseline, Columbus Works has estimated that 70% of its graduating members attain full-time employment with full benefits plans. Of those members, 65% no longer utilize Medicaid, which has likely generated cost savings for the State.

Columbus Works also intends to leverage data from State of Ohio data sources to evaluate performance metrics and match wage data/benefit utilization. The organization has indicated it will be able to share its data and execute data-sharing agreements to complete the necessary evaluations.

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Every Child Succeeds Project

PFS APPROPRIATE AND READY

The Every Child Succeeds Project, as described in the application, meets the requirements for the ResultsOHIO model as it has a strong history of service delivery, significant historical data, support from local stakeholders and the Ohio Department of Health, private upfront funding, and evidence regarding the success of the proposed intervention in achieving positive impacts for both the mother and child.

PROJECT PROPOSAL OVERVIEW

Every Child Succeeds (ECS) seeks to reduce preterm births and its adverse impacts, including infant mortality, by expanding its delivery of evidence-based home visiting to high-risk pregnant women in Hamilton County. Visits will start during pregnancy and conclude six months after birth of the child, and will include screenings for maternal depression.



PROJECT DURATION/COSTS

5 years, \$4 million¹



POPULATION

340 high-risk pregnant women in Hamilton County



LOCATION

Hamilton County



SERVICE PROVIDER

Every Child Succeeds



SERVICE INTERMEDIARY

Every Child Succeeds



PERFORMANCE METRICS

Reducing Preterm Births; Increasing the Utilization of Home Visits and Medical Visits for Mother and Baby; Depression Screenings and Referral Services



POTENTIAL PRIVATE SECTOR FUNDERS

Every Child Capital and Maycomb Capital’s Community Outcomes Fund intend to fund upfront costs of the project. Funding is contingent upon securing an appropriation from the State of Ohio.



INDEPENDENT EVALUATOR

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EVERY CHILD SUCCEEDS PROJECT PROPOSAL**PROJECT DESCRIPTION**

ECS seeks to reduce preterm birth and its adverse impacts, and improve health and developmental outcomes. This is achieved by providing a year of home visiting services to high-risk pregnant women, beginning early in pregnancy through the infant's first six months of life. The project will also employ innovative outreach strategies and focus on better coordination between families and their healthcare providers. ECS has provided statistics that 88% of babies who receive services through the program are born full-term.

To demonstrate the viability of this project, ECS provided a 2016 feasibility study conducted by Social Finance, an organization that has served as an intermediary on several PFS projects. The feasibility study found that ECS has a promising evidence base, its services could lead to a positive return on investment, and there remains room for an expansion of services through additional investment.

ANTICIPATED PROJECT COSTS AND TIMELINE

The project anticipates delivering services over four years, with the results of each cohort being measured and eligible for a results-based payment, if performance metrics are achieved.

ECS has suggested that results-based payments for successfully meeting performance metrics would total \$4 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

ECS, a 501(c)(3), will be the service provider and will also serve as the service intermediary. Over the course of its 21 years, ECS has provided over 675,000 home visits and served more than 27,000 families.

Every Child Capital and Maycomb Capital's Community Outcomes Fund intend to fund upfront costs of the project and have worked with ECS on the development of this project.

Every Child Capital is a Cincinnati-based philanthropic venture fund that supports children by financing outcomes-based projects. Maycomb Capital's Community Outcomes Fund is a \$50 million mission-driven private capital fund for outcomes financing.

DATA IDENTIFICATION AND EVALUATION CONSIDERATIONS

ECS utilized its historical data to formulate the project's proposed timeline, budget, and performance metrics.

The organization has suggested the following as potential performance metrics:

- » Reducing Preterm Births;
- » Increasing the Utilization of Home Visits and Medical Visits for Mother and Baby; and
- » Depression Screenings and Referral Services

To evaluate performance metrics, this project will require data currently being collected from:

- » Every Child Succeeds;
- » The Ohio Department of Health's Bureau of Vital Statistics and Ohio Comprehensive Home Visiting Integrated Data System (OCHIDS data is currently being shared with ECS); and/or
- » Other State of Ohio data sets

ECS has noted that it is part of a testing group for Innovate Ohio and could potentially utilize the platform for this project.

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Foundation for Appalachian Ohio ICAN See Project

PFS APPROPRIATE AND READY

The project, as described in the application, meets the requirements for the ResultsOHIO model because it has garnered support from the Governor’s Office of Appalachia and the Ohio Optometric Association, demonstrates a strong history of service delivery and possesses a clear theory of change to increase utilization of vision exams, lends itself to measurable performance metrics, and has secured commitments for upfront funding.

PROJECT PROPOSAL OVERVIEW

The Foundation for Appalachian Ohio (FAO) plans to partner with Vision To Learn (VTL) and the Ohio Optometric Foundation (OOF) to launch a mobile vision clinic. This clinic will travel to schools with the intent of eliminating barriers to accessing and receiving vision services and helping thousands of children across Appalachian Ohio’s 32 counties.



PROJECT DURATION/COSTS

3 years, \$1,130,000¹



POPULATION

K-12 Students in Appalachian Ohio attending Title I Schools



LOCATION

Title I Schools in Appalachian Ohio



SERVICE PROVIDER

Vision To Learn



SERVICE INTERMEDIARY

Foundation for Appalachian Ohio



PERFORMANCE METRICS

Improved access to future optometric care; and Improved student performance



POTENTIAL PRIVATE SECTOR FUNDERS

Several entities, including the Ohio Optometric Foundation, Deerbrook Charitable Trust, and individuals contributing through FAO, have committed to fund the upfront costs of this project.



INDEPENDENT EVALUATOR

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FOUNDATION FOR APPALACHIAN OHIO ICAN SEE PROJECT PROPOSAL**PROJECT DESCRIPTION**

With a goal of eliminating access barriers by directly providing vision services to students at Title I schools in Appalachian Ohio, FAO, VTL, and OOF will partner to launch a mobile vision clinic. The clinic plans to travel to the highest need areas across the region based on low levels of vision services utilization, as identified from Ohio Department of Medicaid databases. Students receiving an exam and possible vision correction will then be connected with a local vision care provider for continued care.

ANTICIPATED PROJECT COSTS AND TIMELINE

After a four month ramp up, VTL is anticipated to deliver services for three years. Over the project's duration, it is estimated that 7,500 students will receive eye exams and 6,000 may receive eyeglasses.

It has been suggested that results-based payments for successfully meeting performance metrics would total \$1.13 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

FAO is a nonprofit regional community foundation with a mission to create opportunities for Appalachian Ohio's citizens and communities by inspiring and supporting philanthropy. To date, FAO has partnered with over 530 funds to invest more than \$21 million back into the region.

VTL is a nonprofit that has provided mobile vision services to low-income communities since 2012. It has provided 289,000 students with eye exams across 13 states and has 26 active mobile clinics.

In addition to providing upfront funding OOF, the charitable arm of the Ohio Optometric Association, assists in securing professionals to staff the clinic and connect students with local vision providers to ensure a continuum of care.

Several entities, including the OOF and Deerbrook Charitable Trust, have provided commitments to fund upfront project costs. Funds cover both the ramp up and first two years of the project, with the third year partially funded. While it is anticipated that upfront funding for the third year will be secured, the organizations have provided contingency plans that ensure project costs are covered regardless.

DATA IDENTIFICATION AND EVALUATION CONSIDERATIONS

Performance metrics may include:

- » Improved access to future optometric care; and
- » Improved student performance (including academic progress, improved behavior, attentiveness, and headache relief).

Students receiving examinations and glasses will be tracked using VTL's HIPAA-compliant, secure electronic medical records database. Improved student performance could be measured through teacher surveys, while access to optometric care could be confirmed through information obtained from local optometrists who conduct follow-up visits with students.

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OneFifteen Recovery Project

PFS APPROPRIATE AND READY

The OneFifteen Recovery Project, as described in the application, meets the requirements for the ResultsOHIO model because it demonstrates community support, measurable performance metrics, historical data sets, strong data sharing partnerships, and upfront funding.

PROJECT PROPOSAL OVERVIEW

OneFifteen Recovery (OneFifteen) seeks to pilot the Providing Rigorous Outcomes Generating Reliable Effects and Strengthening Systems (PROGRESS) Program. The program aims to create a comprehensive safety net for individuals with substance use disorders in the criminal justice system in order to receive treatment, achieve sustained recovery, and reduce recidivism and length of stay in jails. Through the co-location of telehealth hubs in currently utilized places (ex. probation offices), OneFifteen intends to increase population-specific engagement and provide mentoring, medication assisted treatment, and workforce training services.



PROJECT DURATION/COSTS

3 years, \$9.1 million¹



POPULATION

1,500 adults with substance use disorder



LOCATION

Montgomery County



SERVICE PROVIDER

OneFifteen Recovery



SERVICE INTERMEDIARY

May be procured by the Treasurer’s Office pursuant to 113.60 upon receipt of a project appropriation.



PERFORMANCE METRICS

Reduced jail time, emergency department utilization, and recidivism rates; increased completion of treatment, long-term recovery, and vocational training/employment



POTENTIAL PRIVATE SECTOR FUNDERS

Verily Life Sciences (Verily) intends to provide the upfront funding for this project.



INDEPENDENT EVALUATOR

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ONEFIFTEEN RECOVERY PROJECT PROPOSAL**PROJECT DESCRIPTION**

Through the piloting of the PROGRESS Program, OneFifteen plans to better integrate a continuum of accessible and individualized care for individuals with substance use disorders in the justice system by linking together Samaritan Behavioral Health, Inc. (SBHI), various Montgomery County government offices, and data systems.

The project anticipates placing telehealth hubs in the Montgomery County Pretrial Services Office, Public Defender's Office, Day Reporting Center, and Probation Office. Once an individual is engaged, OneFifteen will then work with its partners to provide wraparound services that meet the individual's needs.

ANTICIPATED PROJECT COSTS AND TIMELINE

This project is anticipated to have a six month ramp-up phase before providing services, at full scale, for three years. Performance metrics will be evaluated annually.

OneFifteen has suggested that results-based payments for successfully meeting performance metrics would total \$9.1 million. The amount 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

OneFifteen Recovery, a 501(c)(3) that coordinates community-based wraparound services, will be the lead service provider.

A service intermediary may be required and, if required, may be procured by the Treasurer's office.

OneFifteen will partner with ASCEND and SBHI for data collection, Verily for data maintenance and upfront funding, SBHI for behavioral health services, and various units of Montgomery County to implement the telehealth hubs.

SBHI is located in Dayton, Ohio and provides mental health and substance use disorder treatment services.

Verily is a founding partner of OneFifteen and a company that has developed tools to effect change in healthcare by collecting, organizing, and activating health data. The organization will serve as the upfront funder and maintain project data collected from consenting project partners.

OneFifteen has proposed that all project partners form a governance committee to ensure data-driven decisions are being made.

DATA IDENTIFICATION AND EVALUATION CONSIDERATIONS

The organization has suggested the following as potential performance metrics:

- » Reductions to length of jail stay and recidivism rates
- » Improved treatment initiation/retention
- » Reduced emergency department utilization rates
- » Completion of vocational programs

OneFifteen is already working with ASCEND to receive data sets which link data from three area health systems, 29 area hospitals, Montgomery County ADAMHS, the Dayton Police Department, the Montgomery County Coroner's Office, and JusticeWeb. OneFifteen also receives data from its clinical partner, SBHI, through Care Logic, which is an electronic health record.

In addition to the receipt of data sets, Verily and OneFifteen have partnered to create a data management platform to evaluate progress outside of the clinic with real-time data feeds.

In order to verify performance metrics, the project may also require data sets from the State of Ohio.

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