



Corporation for
**NATIONAL &
COMMUNITY
SERVICE** ★★ ★

**SOCIAL
INNOVATION
FUND**

Finding what works. Making it work for more people.

2016 Social Innovation Fund Pay For Success Administrative Data Pilot Competition Overview



AmeriCorps | Senior Corps | Social Innovation Fund | Volunteer Generation Fund

Welcome to the Social Innovation Fund Pay For Success Administrative Data Pilot Grant Competition Overview. We appreciate your interest in the Social Innovation Fund, otherwise known as the SIF.

My name is Lois Nembhard and I am the Deputy Director of the Social Innovation Fund. I am joined by Mary Hyde, the Director of the Office of Research and Evaluation.

Purpose of this Webinar

- 1 Provide an overview of the Social Innovation Fund (SIF) and its Pay for Success (PFS) Program
- 2 Highlight key aspects and requirements of the Notice of Federal Funding Availability (NOFA)

Note: *You must read the NOFA and the application instructions for detailed information.*

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Our intent today is to provide an overview of the Social Innovation Fund and our Pay for Success program and then cover key points about the competition from the NOFA. You will need to read the NOFA in its entirety, as well as the application instructions in order to have all the necessary information to develop and submit a competitive application.



The Corporation for National & Community Service

- Dedicated to improving lives and strengthening communities by fostering civic engagement through service and volunteering, and identifying and scaling effective solutions to community challenges
- Engages more than five million Americans annually in service to their communities through programs such as Senior Corps and AmeriCorps

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I'll start by introducing the agency where the SIF resides.

- The Corporation for National and Community Service, or CNCS, is an independent federal agency, meaning that we are funded directly by Congress and don't fall under one of the larger federal agencies.
- CNCS improves lives and strengthens communities through service and volunteering, and identifies and scales effective solutions to community challenges.
- CNCS funds AmeriCorps and Senior Corps, and engages more than five million Americans every year in service. CNCS is also the nation's largest grantmaker in support of service and volunteering.



The Social Innovation Fund is one of CNCS' newer programs and the only one not focused on service and volunteerism. The SIF was created in 2009 when the CNCS was reauthorized with bipartisan support, and awarded its first grants in 2010. This photo is of the bill, the Edward M. Kennedy Serve America Act, being signed into law.

About SIF


Find what works, make it work for more people.

The SIF combines public and private resources to grow the impact of innovative, community-based solutions that have compelling evidence of improving the lives of people in low-income communities throughout the US.

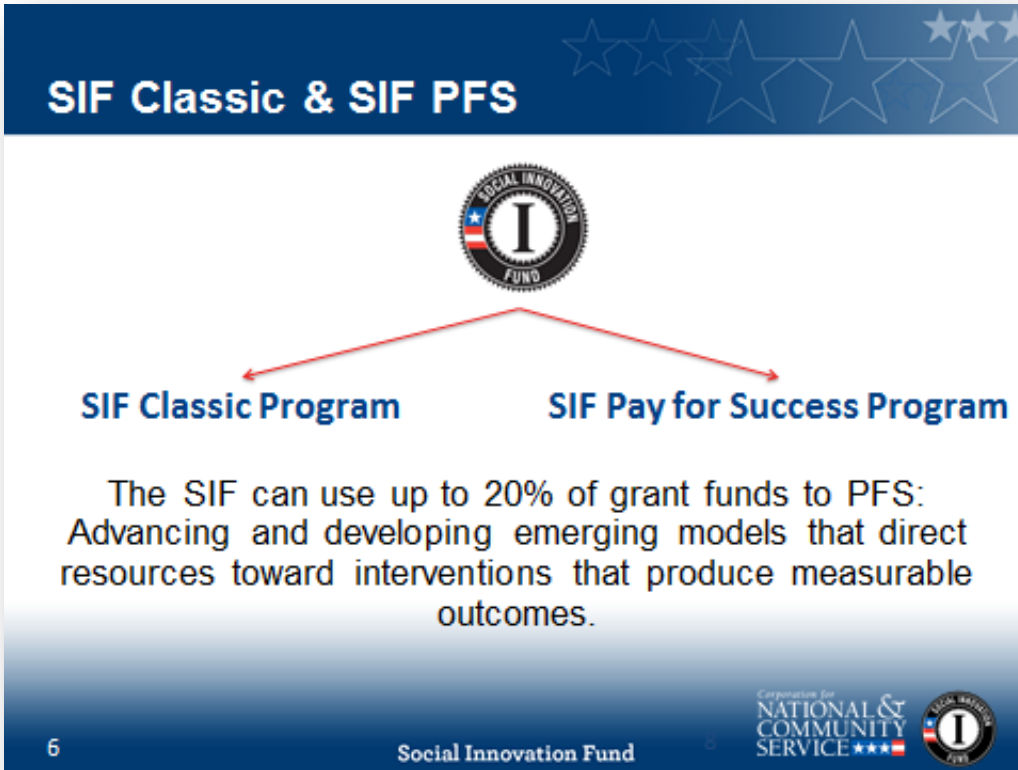
\$301 million to 46 grantees → Over \$620 million in match committed → Over 450 subgrantees have served 650,000+ individuals

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- With the addition of the SIF, CNCS expanded its traditional activities to include a focus on identifying and growing innovative, evidence-based approaches to our nation's challenges.
- SIF's mission is simple and straightforward: Find what works, and make it work for more people.
- Since our first grants in 2010, SIF has awarded over \$301 million in federal funding to 46 organizations – our grantees. Our grantees and their sub-recipients have leveraged those funds to generate over \$620 million in matching funds and through the expansion of their evidence-based programs, have improved the lives of more than 650,000 individuals.



The diagram features a dark blue header with the text "SIF Classic & SIF PFS" and a row of five white stars. Below the header is a white background with a central circular logo for the Social Innovation Fund (SIF) containing a large letter 'I'. Two red arrows point downwards from the logo to the text "SIF Classic Program" on the left and "SIF Pay for Success Program" on the right. Below these labels is a paragraph of text. At the bottom of the slide, there is a footer with the number "6", the text "Social Innovation Fund", and logos for the Corporation for National & Community Service and the Social Innovation Fund.

SIF Classic & SIF PFS



SIF Classic Program **SIF Pay for Success Program**

The SIF can use up to 20% of grant funds to PFS:
Advancing and developing emerging models that direct
resources toward interventions that produce measurable
outcomes.

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- The SIF has two distinct programs with the same overarching goal – to mobilize public and private resources to find and grow community solutions with evidence of strong results.
- The SIF Classic Program funds experienced grantmakers to evaluate and grow innovative community-based solutions making an impact on low-income communities across the country.
- The SIF Pay for Success (PFS) Program, which began in 2014, funds nonprofits and state and local governments to enable communities to pursue new models of financing social interventions that measurably improve the lives of low-income individuals.
- In its Congressional appropriations, SIF has been given authority to use up to 20% of its funding for PFS programming.

**SIF Classic and SIF PFS:
Three Focus Areas**

Youth Development

Economic Opportunity

Healthy Futures

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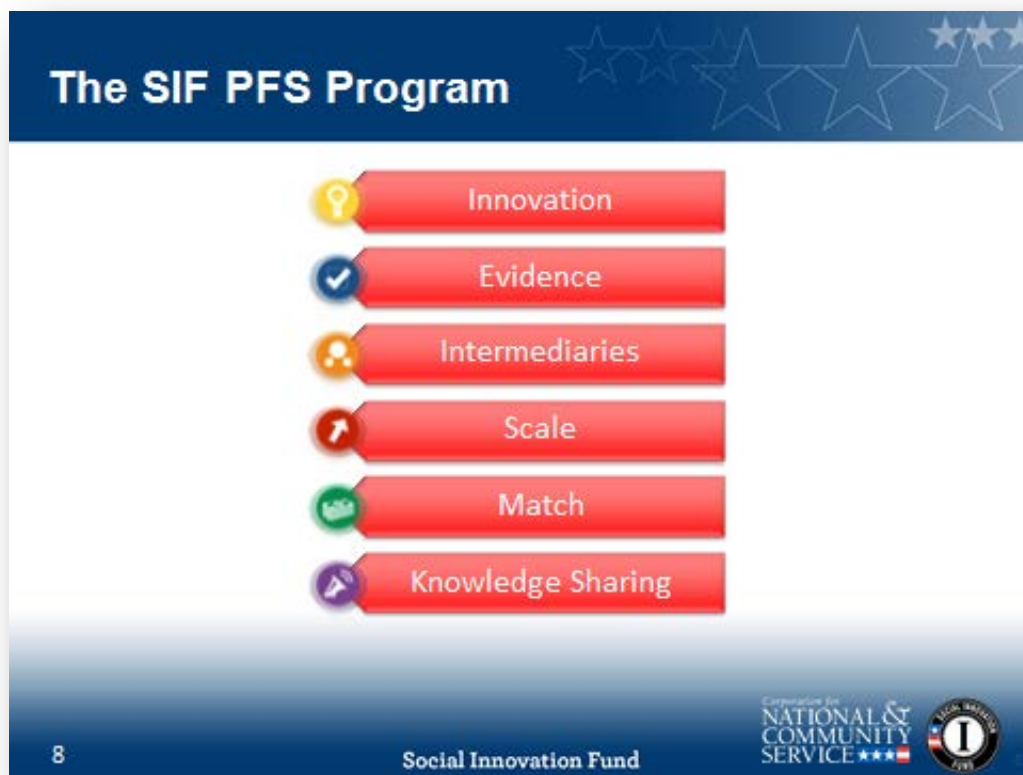
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The SIF only funds programming that falls within its 3 focus areas: Youth Development, Economic Opportunity and Healthy Futures.

- **Youth Development** programs aim to prepare our children and youth for success in school, active citizenship, productive work, and healthy and safe lives.
- **Economic Opportunity** programs increase economic opportunities and financial stability for economically disadvantaged individuals and families.
- **Healthy Futures** encompasses a range of activities that improve health outcomes, promote healthy lifestyles and decrease health disparities that disproportionately affect low income communities.



There are six key elements to the SIF approach, with slight variations between SIF Classic and SIF PFS. The descriptions I am about to provide are specific to SIF PFS.

- The first two are, *Innovation and Evidence*: The Program requires that all proposed interventions be innovative, defined as solving old problems in new ways that improve upon the approaches that had been tried. And we expect the interventions supported by our PFS projects to have evidence of their effectiveness.
- Next, *Intermediaries*: Rather than the federal government deciding which organizations should serve local communities and how they should do it, the SIF relies on our grantees to act as intermediaries. We competitively select grantees called “Recipients” with strong skills and track records of success to do the critical work of identifying promising solutions (interventions) to community problems. These Recipients then in turn select organizations called Sub-recipients or Service Recipients – collectively called “Subs”, on a competitive basis, to validate and grow effective interventions. Sub-recipients receive funds.

Service recipients receive services.

- Fourth is *Scale*: The SIF funds Recipients to help implement and assess programs that aim to get results – like PFS transaction structuring – while simultaneously growing the impact and reach of service providers, leading to deeper or broader impact in communities.
- Fifth, *Match*: The SIF requires that each federal dollar granted by the PFS Program be matched by Recipients 1:1 in non-federal cash (or up to 50% third party, in-kind contributions).
 - Sub-recipients must match 1:1 the funds they receive from Recipients; Up to 100% can be third party, in-kind. There is no match requirement for *Service Recipients*).
- Finally, *Knowledge sharing*: The SIF requires each Recipient to commit to knowledge sharing and other initiatives that advance understanding and more effective models in the social sector. To help disseminate this knowledge, the SIF's Knowledge Initiative captures and shares the results and lessons learned from SIF investments.

PFS Administrative Data Pilot

- Response to a longstanding need
- Support PFS projects' access to high-quality, less expensive data for evaluation purposes
- High quality administrative data exists but there are technical and logistical barriers to access

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Now to the specifics of the Administrative Data Pilot.

- With this pilot, we are taking a step toward addressing a challenge identified by our grantees and subgrantees, as well as by other organizations – how to access high quality data for use in evaluations.
- The data is being collected and exists, it's just challenging for the average nonprofit to access.

Barriers to Access

- Understanding the requirements
- Negotiating data access agreements
- File formatting
- Protecting the privacy and security of data

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Solution

- Fund an entity (or entities) to function as a conduit and technical assistance provider for PFS projects
- Assistance provided could include:
 - Identifying required data sources and fields
 - Negotiating data access agreements
 - Developing standardized data access agreements
 - Developing streamlined protocols
 - Formatting pre-match data files

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- Many nonprofits and researchers that are working on PFS projects do not have the capacity to invest in developing the necessary expertise.
- Instead, they rely on other sources of data collection that are more costly in the long run and which may be of lower quality.
- Centralizing the administrative data access function could mitigate these problems by allowing one entity to first develop, if necessary, and then deploy expertise to help governments and organizations working on PFS projects to access and use various forms of administrative data.
- Eligible organizations who want to access the data to further the goals of their projects and improve their capacity could then take advantage of the central entity's skill to access the administrative data applicable to their PFS project.

Funding and Eligibility

Total Available	Up to \$4.5 million
3-Year Grant	\$1,050,000 - \$4,500,000
Project Period	3 years
Applicants	Nonprofit organizations, public or nonprofit universities, state and local governments (and other political subdivisions), tribes, as well as faith-based organizations (or partnerships).
Subapplicants	Same as above, and that are currently engaged in PFS projects that address one or more of the SIF's focus areas

Administrative Data Pilot Requirements

Match

- One to one match from non-federal sources; up to 50% of match can be from third-party, in-kind contributions

Selection of Service Recipients

- Within six months, select Service Recipients through an open, competitive process.
- A minimum of 80% of awarded federal funds must be directly invested in Service Recipients

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I'll now review some of the requirements of this project. Since it falls under our PFS Program, you will note that the requirements align with the key elements of the PFS Program that I described earlier.

- One to one match; Service Recipients are not required to match federal funds.
- Open competition means that the opportunity is available to all eligible entities beyond the grantee's own existing grant portfolio or network.
 - Once service recipients are selected, cooperative agreements must be established for services valued in annual amounts of at least \$75,000 but not more than \$400,000 and should be of sufficient size and scope to enable the Service Recipient to build its capacity to structure and enable High-Quality PFS projects through the use of administrative data by the end of the award.
- A minimum of 80% of awarded federal funds must be directly invested in Service Recipients through Recipient services.

Administrative Data Pilot Requirements

Deliverables

- Services provided should result in deliverables, which must contribute to the development of High-Quality PFS Projects, eg.:
 - Final reports on the data sharing agreements negotiated and the protocols developed

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- All services provided by the Recipient(s) should result in deliverables, which the applicant must specify in its application.
- These deliverables must contribute to the development of High-Quality PFS Projects.

Example 1

Applicant: A non-profit organization with experience negotiating contracts or MOUs to access administrative data related to education and health outcomes at the state and local level

Approach: Facilitate similar contracts or MOUs for PFS projects focused on homeless individuals with children

Goal: Access to the administrative data for the purposes of the experimental group and for creating a control group, improves the quality of a randomized control trial.

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This same organization could also facilitate contracts or MOUs for a different PFS project that seeks to use administrative data related to healthcare spending at local hospitals to track the cost of healthcare for individuals receiving and intervention that removes environmental health hazards from low-income housing.

Example 2



Applicant: A public university with skilled data analysts

Approach: Assist PFS projects to determine the most appropriate administrative data to evaluate their interventions. Clean and match data needed to track employment outcomes for participants in a PFS project focused on reintegration of individuals who were previously incarcerated.

Goal: Access to employment data would assist the project in measuring outcomes

Selection Criteria

Criteria	Points	Subcriteria
Program Design	50	10 Understanding of objectives and need for assistance
		25 Technical approach
		5 Description of activities: Knowledge sharing
		10 Work plan and deliverables
Organizational Capability	35	10 Track record in selecting and working with service providers
		25 Staff qualifications, expertise, and capacity
Cost-Effectiveness and Budget Adequacy	15	10 Budget and program design
		5 Matching funds

- The NOFA details the selection criteria. This table shows the categories and how they are weighted.
- As you develop your application, please ensure that you respond to all of the detailed points in the selection criteria.

Review Process

1. Compliance review
2. Staff review
3. Clarifications (if necessary)
4. Final Decision
5. Notification – September 2016
6. Award – September 2016

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Next Steps

- Notice of intent due July 25, 2016 at 5:00 PM Eastern Daylight Time (encouraged)
- Applications due August 16, 2016, 5:00 PM Eastern Daylight Time
- Questions? SIFApplication@cns.gov or (202) 606-3223

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Key Documents and Resources

www.nationalservice.gov/SIF

- NOFA and application instructions
- Frequently Asked Questions
- National Service Hotline – for eGrants Help

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How to Reach Us

Email: SIFapplication@cns.gov

Voicemail: 202.606.3223

Updates: Sign up at www.nationalservice.gov/sif

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- Thank you again for joining us today.
- As a reminder, if you have additional questions, please contact us at PFSApplication@cns.gov, or call us at 202.606.3223. You can also sign up for SIF updates at the web address on your screen.