

ResultsOHIO

PAY FOR SUCCESS APPLICATION FOR EVALUATION

The mission of ResultsOHIO is to address Ohio's most pressing public sector challenges through innovative private sector solutions – all at a value to our taxpayers. By leveraging a “pay-for-success” (PFS) approach, ResultsOHIO provides state and local governments with a platform to do business differently and be on the cutting-edge of combatting the persistent issues that impact our communities.

Service providers, intermediaries, investors, philanthropic organizations, full project delivery teams, state agencies, local governments, and others are encouraged to submit an application to ResultsOHIO for evaluation of the appropriateness, feasibility and readiness of the project to be administered through a PFS model.

The PFS financing and service delivery mechanism offers a relatively new way to engage expertise and private capital outside of public entities in order to pursue projects that benefit the public good. ResultsOHIO establishes the framework through which these innovative projects can be implemented while ensuring that the public gets the most for its money.

Traditionally, PFS projects have addressed policy issues related to education, public health, criminal justice, housing, workforce development, and natural resource management. However, any public policy challenge where performance metrics can be used to measure success may be a candidate for PFS.

Administered by the Office of Ohio Treasurer Robert Sprague, ResultsOHIO will ensure a consistent and accountable process to execute PFS projects as determined by the Ohio General Assembly, the DeWine Administration or local government authorities. Submission of an application for evaluation by ResultsOHIO is an important step in the process.

SECTION A. INSTRUCTIONS TO THE APPLICANT

Prior to submitting this application, the applicant must complete the following sections: Section B: Applicant Information; Section C: Financial History; Section D: Legal History; and Section F: Certification. If the applicant answers in the affirmative to any question in the Section C: Financial History or Section D: Legal History, the applicant is required to provide additional information describing the response. The applicant must also complete all applicable subsections of Section E: Project Information and include any citations to data or information used. If there are any changes to this application following its submission, the applicant must provide those changes in writing and within ten (10) days.

ResultsOHIO shall evaluate applications on a rolling basis and shall notify the applicant if additional information, including background checks or investigations, is required. ResultsOHIO shall contact the applicant once it has completed its evaluation.

Applications may be declared ineligible at the discretion of the Treasurer's Office. Reasons for ineligibility may be found in the ResultsOHIO Policy Manual.

SECTION B. APPLICANT INFORMATION

Prepared By

First Name:	<input type="text"/>	Last Name:	<input type="text"/>
Title:	<input type="text"/>		
Company:	<input type="text"/>		
Email:	<input type="text"/>		
Phone:	<input type="text"/>		

Project Manager *(only if different than prepared by)*

Name:	<input type="text"/>
Email:	<input type="text"/>
Phone:	<input type="text"/>

Applicant Entity Contact Information

(if multiple entities are applying please fill out additional Applicant Entity Contact Information sections)

Legal Name:	<input type="text"/>		
DBA Name:	<input type="text"/>		
Website:	<input type="text"/>		
Phone:	<input type="text"/>		
Street Address:	<input type="text"/>		
P.O. Box:	<input type="text"/>		
City:	<input type="text"/>		
State / Province:	<input type="text"/>		
Postal Code:	<input type="text"/>	Country:	<input type="text"/>

SECTION B. APPLICANT INFORMATION (CONTINUED)

Federal/State Identification

Federal State Tax ID:	
Ohio Secretary of State / Charter No:	
CAT ID:	

Company Details

Company Description:	
Domestic or International:	
International Region of Origin:	
Country of Origin:	
Country Formed In:	
State / Province Formed In:	
Is Company Public or Private:	
Filing Type:	
Parent Companies:	
Subsidiaries:	

 **SECTION B. APPLICANT INFORMATION (CONTINUED)**

Ownership

*"Owner" means any person who holds a direct or indirect ownership interest in an applicant or has the right to control an applicant, except any person who holds an interest of less than 25% of an applicant does not exercise influence over the affairs of an applicant.

Owner:	Percentage:

Key Employees

*"Key employee" means any executive, employee, agent, or other individual who has the power to exercise significant influence over decisions that may materially impact a pay for success application or a pay for success contract including: (a) an officer, director, trustee, partner, or an equivalent fiduciary; (b) an individual who performs the function of a principal executive officer, principal operating officer, principal accounting officer, or an equivalent officer; or (c) any other individual the treasurer of state determines to have the power to exercise significant influence over decisions concerning any part of the operation.

Name:	Contact Information:	Roll:

SECTION C. FINANCIAL HISTORY

- 1.) Does the applicant owe any fines, penalties, monies, or delinquent taxes to the State, any state agency, or any political subdivision of the State? YES NO
- 2.) Does the applicant have any unresolved and outstanding tax liabilities to the State of Ohio? YES NO
- 3.) Has the applicant defaulted on any other state assistance over the past 5 years? YES NO
- 4.) Does the applicant, or any owners or key employees, have any existing tax liens against its property? YES NO
- 5.) Has the applicant, or any owners or key employees, ever filed for bankruptcy in the last 10 years? YES NO
- 6.) Does the applicant have any unpaid judgments against it? YES NO

Criminal

1.) Has the applicant, or any owners or key employees, ever been convicted of a felony? YES NO

2.) Is the applicant, or any owners or key employees, a defendant in a pending criminal action? YES NO

3.) Is the applicant, or any owners or key employees, under or subject to a pending injunction? YES NO

Regulatory

1.) In the past 10 years, has the applicant, or any owners or key employees, been a party to any consent order or entry with respect to an alleged violation of state or federal securities law or environmental law? YES NO

2.) Are there any unresolved and outstanding environmental liabilities on the Project Site? YES NO

3.) In the past 10 years, has the applicant, or any owners or key employees, been subject to a regulatory penalty (such as fines, loss or suspension of a license, etc.)? YES NO

4.) Is the applicant currently under investigation by any regulatory body or agency? YES NO

Civil

1.) Is the applicant a defendant in a pending civil action? YES NO

2.) In the past 10 years, has the applicant, or any owners or key employees, been found liable by a court of competent jurisdiction for fraud, unfair or deceptive business practices, antitrust or securities law violations, corrupt practices, wrongful death, or infringement of intellectual property rights? YES NO

Legal and Financial History: Additional Information

If you answered YES to any question on pages 5 and 6, please provide additional details describing the response.

SAMPLE ONLY

Project Description

Describe the following, as applicable:

1 2 3 4 5 6 7 8 9

1.) The need for the project and the problem it is addressing; Describe the extent that the project addresses identified municipal, state or regional priorities and specify what state agency or local government currently oversees the area that the project seeks to address; and Include an assessment of the current conditions as it relates to the problem the project plans to address.

SAMPLE ONLY

Project Description (Continued)

Describe the following, as applicable:

1 2 3 4 5 6 7 8 9

2.) What government entities have reviewed the submission of this application, if any. Please attach any letters of support.

SAMPLE ONLY

Project Description (*Continued*)

Describe the following, as applicable:

1 2 3 4 5 6 7 8 9

3.) Describe the services to be provided. Include a theory for change, the logic of this approach, and why these services promise to achieve results for the State or region (e.g. city, county, etc.) and the target population.

SAMPLE ONLY

Project Description (*Continued*)

Describe the following, as applicable:

1 2 3 4 5 6 7 8 9

4.) The Performance Metrics (“Key Performance Indicators”) (or, “Outcomes”) that the project is proposed to meet, the time frame by which the performance metrics KPIs or outcomes can be met, and a history of performance that demonstrates why the performance metrics can be met in the time frame proposed.

SAMPLE ONLY

Project Description (Continued)

Describe the following, as applicable:

1 2 3 4 5 6 7 8 9

5.) Define how the data systems and sets described above, including the applicant's historical data and external public or private data, can be used to measure success and calculate achievement the proposed performance metrics. Define which data sets are anticipated to serve as the baseline for measuring the intervention(s) against the anticipated performance metrics. Identify who is responsible for collecting and maintaining baseline data.

SAMPLE ONLY

Project Description (Continued)

Describe the following, as applicable:

1 2 3 4 5 **6** 7 8 9

6.) The location of the project and include the names of the counties, cities, populations, etc. that the project will serve.

SAMPLE ONLY

Project Description (Continued)

Describe the following, as applicable:

1 2 3 4 5 6 7 8 9

7.) The extent to which the project is significant, with respect to the generation of external economic and public/State benefits.

SAMPLE ONLY

Project Description (Continued)

Describe the following, as applicable:

1 2 3 4 5 6 7 8 9

8.) List all major permits, approvals, and other forms of support necessary for the delivery of the project.

SAMPLE ONLY

Project Description (Continued)

Describe the following, as applicable:

1 2 3 4 5 6 7 8 9

9.) Any possible risks associated with the project and an approach to mitigate such risks.

SAMPLE ONLY

Data Identification

Describe the following, as applicable:

1 2 3

1.) Include the historic data that the applicant used to determine performance metrics, project costs, and other facets of the proposed project described in this application. (This data should include data that was collected by the applicant based on their current business model and interventions.)

SAMPLE ONLY

Data Identification (Continued)

Describe the following, as applicable:

2.) The understanding of all data systems or sets (public and/or private) that the project will depend upon for proper delivery and evaluation, including who owns the data, how the data can be accessed, and any barriers to accessing the data, including any legal restrictions (e.g. PII, CII, HIPAA, etc.).

1 2 3

SAMPLE ONLY

Data Identification (Continued)

Describe the following, as applicable:

1 2 3

3.) Define how the data systems and sets described above, including the applicant's historical data and external public or private data, can be used to measure success and calculate achievement the proposed performance metrics. Define which data sets are anticipated to serve as the baseline for measuring the intervention(s) against the anticipated KPIs or outcomes. Identify who is responsible for collecting and maintaining baseline data.

SAMPLE ONLY

Project Costs and Duration

Describe the following, as applicable:

1 2

1.) A detailed cost estimate and cash flow projection for the project and provide an activity breakdown for the use of funds. The pro forma should include the statement of sources and uses and a projection of cash flows.

SAMPLE ONLY

Project Costs and Duration (*Continued*)

Describe the following, as applicable:

1 2

2.) A project schedule including dates for project milestones that could or could not be linked to a results-based payment. Include details on the ramp-up period prior to official project launch. Incorporate from Question 4 from the Project Description section when performance metrics can be achieved.

SAMPLE ONLY

Project Structure

Describe the following, as applicable:

1 2 3 4 5 6

1.) Detail The applicant's organizational structure and provide an organizational chart. and explain the relationship amongst any relevant parties, including if the organization has or intends to use any subcontractors or create a Special Purpose Vehicle.

SAMPLE ONLY

Project Structure (Continued)

Describe the following, as applicable:

1 2 3 4 5 6

2.) The details of an applicant's previous experience in delivering services under a similar service delivery model or structure (e.g. Pay for Success, Pay for Performance, Social Impact Bond, Outcomes Based Contracting).

SAMPLE ONLY

SECTION E. PROJECT INFORMATION (CONTINUED)

Project Structure (Continued)

Describe the following, as applicable:

1 2 3 4 5 6

3.) If a team structure has been identified or is being considered please identify the project partners, including, but not limited to, a service provider, service intermediary, and private capital investors. Please note if several parties have come together to form a single entity that can work as a full project delivery team and, if applicable detail the structure of the entity. Please also include if funding has been identified and/or secured for the ramp-up period.

Blank response area for question 3.

1 2 3 4 5 6

4.) Any restrictions, challenges, or limitations that could prevent or diminish likelihood of the project receiving funding, including upfront investment of private capital or government dollars for outcome payments, and any strategies to mitigate risks.

Blank response area for question 4.

SECTION E. PROJECT INFORMATION (CONTINUED)

Project Structure (Continued)

Describe the following, as applicable:

1 2 3 4 5 6

5.) If State or local government assistance or participation is a major factor for the project to move forward in Ohio, describe what type of assistance or participation is needed (e.g. funding, permitting, enrolling participants, data access, etc.).

PROTOTYPE ONLY

1 2 3 4 5 6

6.) If government assistance or participation is a major factor for the project to move forward, as detailed above, describe any outreach efforts you have had with state or local government. Please include in your description a list of agencies or government officials you have communicated with, if any.

PROTOTYPE ONLY

SECTION E. PROJECT INFORMATION (CONTINUED)

Feasibility and Business Case

Provide the following, as applicable:

1 2 3

1.) The evidence base and/or track record for the program (e.g., describe the use of evidence-based practices, national models, outcomes, qualitative community and participant feedback etc.).

1 2 3

2.) A feasibility analysis for the project proposed, including a discussion of what alternatives currently exist for addressing the problem.

1 2 3

3.) The rationale for choosing the selected project over alternatives, as described above, based on the success of the project's prior delivery.

Evaluation and Outcomes

Provide the following, as applicable:

1 2

1.) The data sets or systems used to support the development of the performance metrics. If additional data collection will be required, please explain what data sets will be required and how the applicant plans to gain access to or collect the data. Provide any evaluation costs the applicant anticipates.

SAMPLE ONLY

1 2

2.) Suggest a state or region (e.g. county, city, etc.) that results generated by this project could be compared against. If there is no state or region that could be used as a comparison explain why.

SAMPLE ONLY

SECTION F. CERTIFICATE

By signing below, I certify the following:

- I am authorized to submit this application.
- To the best of my knowledge and belief, the information contained in this application is true and correct.
- To the best of my knowledge and belief, I have completed the legal and financial history sections and submitted additional information relating to any affirmative answer.
- I understand my duty to update the application in writing, within ten days if any information in the application changes.
- I understand that the application, any supplemental information, and any communications with the Treasurer's Office are subject to Ohio's public records laws.
- I understand that the Treasurer's Office may investigate or request more information, including background checks, and that I may be charged fees or required to reimburse the Treasurer's Office for the cost of any background checks or investigations.
- I understand my application may be disqualified at the discretion of the Treasurer's Office for any reason outlined in the ResultsOHIO Policy Manual.
- I understand that the submission of this application for evaluation, and any determination thereof, does not guarantee that the application will be awarded a pay for success contract.¹

APPLICANT SIGNATURE: _____

DATE SIGNED: _____

¹ In accordance with ORC 113.60, a pay for success contract can only be entered into upon receipt of an appropriation from the general assembly for the purpose of entering into a pay for success contract or upon a state agency, political subdivision, or group thereof requesting the Treasurer's Office, and as applicable the Department of Administrative Services, to enter into a pay for success contract and depositing funding into the appropriate pay for success fund.

SAMPLE ONLY