

# 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.

### 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 million<sup>1</sup>



#### 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

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

<sup>1</sup> 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.

**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.

*\*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.*