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Subject: Third Sector Update: From Testifying in Congress to New PFS Projects

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We are wrapping up our all-staff retreat in San Francisco this week and are inspired after two days of Pay for Success discussions, reflection and planning for the upcoming year. Below, we share with you the exciting work we have been focused on over the past several months! We look forward to continuing the hard but essential work with all of you to accelerate America's transition to a performance-driven social sector.

-The Third Sector Team

Building the PFS Field

We build the PFS sector in two crucial ways: by developing and launching PFS projects across the country, and sharing insights from this direct experience with stakeholders. As the sector grows, we continue to share lessons learned and knowledge so that the field can scale more effectively and quickly.

George Overholser Testifies at House Ways and Means Subcommittee Hearing on PFS

George Overholser, Co-Founder and CEO at Third Sector, testified in front of the House Ways and Means Human Resources subcommittee at its hearing on "Social Impact Bonds: Can They Help Deliver Results for Families in Need?" Watch the webcast of the hearing [here](#), or read [George's written testimony](#) on why PFS contracting transforms government procurement and helps non-profit service providers innovate to achieve results.

Caroline Whistler Moderates "The Complex Anatomy of Social Impact Bonds" panel at SOCAP14

Caroline Whistler, Co-Founder and Partner at Third Sector, moderated a panel at the SOCAP14 conference that focused on streamlining PFS contracting and social impact bonds to achieve scale. Experienced PFS panelists included Gary Graves, COO of Santa Clara County; Eileen Neely, Director of Capital Innovation at Living Cities; Andi Phillips, Vice President at Goldman Sachs; Bill Heiser, Director of California for Center for Employment Opportunities; and Amy Olson, Associate at Ropes & Gray LLP. Watch the video [here](#).

Third Sector and Ropes & Gray LLP Selected As Partners of the Year By Boston Business Journal

On Wednesday, September 10th, Third Sector Capital Partners, Inc. and Ropes & Gray

LLP, were named [Boston Business Journal's Partners of the Year](#). On an annual basis, the Boston Business Journal honors the connections between businesses and nonprofits in the region. Third Sector's Managing Partner, John Grossman, and Ropes & Gray's Partner, Winthrop Minot, accepted the award at the Boston Business Journal's Annual Corporate Citizenship Summit held in Boston. Since 2012, [Ropes & Gray](#) has provided pro bono legal services to incorporate Third Sector as a legal entity, represent Third Sector during the [Massachusetts Juvenile Justice Initiative's](#) contracting and negotiations— including the creation of the nation's first PFS contracts, and to establish the legal funding entity for the initiative.

Webinars: PFS and Asthma Control, PFS in Michigan

As a part of their ongoing webinar series, the Childhood Asthma Leadership Coalition will be hosting a [free webinar](#) on Monday, September 29th to discuss ongoing efforts to use social innovation finance to fund interventions that would help children with asthma get their chronic condition under control. Presenters will discuss projects being developed in Fresno, CA, Alameda County, CA and Baltimore, MD. Third Sector is currently partnering with Alameda County and Impact4Health in exploring the use of PFS to expand their Asthma Start and Healthy Homes Initiative.

Third Sector is also participating in "[Investing in What Works: Social Impact Financing and Pay for Success in Michigan](#)", co-hosted by the [Council of Michigan Foundations](#), the [Michigan Nonprofit Association](#) and [Mission Throttle](#). The webinar will discuss PFS contracting, efforts to develop PFS projects in Michigan and how nonprofits and foundations can evaluate whether a PFS opportunity is right for them.

Developing PFS Projects

In addition to our project management in Massachusetts, Third Sector continues to work on numerous project feasibility and project development engagements.

Santa Clara County

Santa Clara County is pursuing two pay for success projects to improve the outcomes of two of the County's most vulnerable populations: the chronically homeless and the acutely mentally ill. The goal of these projects is to reduce the County's net expenditures on these populations, while providing better services and achieving better social outcomes.

The [County of Santa Clara recently selected its Lead Agency](#) for the Chronic Homelessness PFS project, [Abode Services](#), following a Request for Proposals to provide permanent supportive housing for the County's most costly "frequent users" of the County's safety net. On September 16, 2014, the County held a Funder Interest Group meeting with 16 different funders to introduce Abode Services and to more formally engage interested funders for the project. Third Sector, the County, and Abode Services will continue to progress through project construction in the coming months.

The County is also exploring an Acute Mental Health PFS project to improve the coordination of care for the acutely mentally ill, by ensuring patients are in acute in-patient settings for the minimum time necessary, and instead provided with more effective services

in a less-restrictive environment. The project will seek to capture cashable savings for the County through a reduction of bed days purchased from contract psychiatric hospitals and within its in-patient hospitals. The County anticipates releasing a Request For Proposals to identify a Lead Agency by year-end.

Illinois

The **State of Illinois awarded one PFS contract** to increase support for at-risk youth dually involved in both the child welfare and juvenile justice systems in Illinois. The Conscience Community Network, with **One Hope United** as lead agency, will coordinate a continuum of evidence-based practices to reduce utilization of institutional care for these dually involved youth. The project aims to improve placement outcomes, reduce re-arrests, and improve child well-being and transitions to adulthood. Third Sector's work includes arranging funding, leading stakeholder negotiations, project construction, and economic modeling.

Illinois is the first state to implement Pay for Success to improve child welfare outcomes, as well as the first to partner with a network of community providers for service delivery.

The Conscience Community Network is a collaborative of seven child welfare agencies with deep ties to the Illinois community and over 741 years of experience serving youth in Illinois: Lawrence Hall Youth Services, Maryville Academy, OMNI Youth Services, One Hope United, SGA Youth & Family Services, UCAN and Youth Outreach Services.

Cuyahoga County, OH

Cuyahoga County continues to develop the first **family homelessness and child welfare project** in the nation. In September, Frontline Service began implementing a PFS pilot period working in close collaboration with Cuyahoga Department of Children and Family Services, the PFS project manager Enterprise Community Partners, and the PFS evaluator Case Western Reserve University. The support of the Laura and John Arnold Foundation has enabled FrontLine Service and the County to use this period to build internal capacity and prepare for full Pay for Success implementation in 2015.

New York State

New York State has partnered with Third Sector and the Hillside family of agencies, a deep rooted non-profit founded in upstate New York in 1836, to design and launch a PFS project that will prevent or reduce the number of days that juvenile justice system involved youth spend in detention and/or in out of home placement. Third Sector is leading the project construction phase of work through active project management, detailed data analysis, economic modeling, funding arrangement, and stakeholder advising.

San Francisco City and County

With support from the James Irvine Foundation and Nonprofit Finance Fund's California Pay for Success Initiative, Third Sector is partnering with the City and County of San Francisco Office of Civic Innovation to explore the possibility of PFS projects in three impact areas: maternal and infant health, at-risk transitional-aged youth and homeless families. The feasibility study will be completed in early 2015 with the intent of selecting at least one project to move forward with an RFP.

County of Los Angeles

With support from the James Irvine Foundation and Nonprofit Finance Fund's California Pay for Success Initiative, Third Sector is partnering with Los Angeles County to complete a

county-wide "Blueprint", a report outlining how the county's Chief Executive Officer plans to develop one or more PFS projects. The report will be submitted to the Board of Supervisors in late 2014, and the County plans to develop at least one PFS pilot project pending Board approval.

First Five Los Angeles and Families Commission of Orange County

Two of California's largest First 5 Commissions - First 5 LA and the Children and Families Commission of Orange County - are jointly exploring the feasibility of using PFS contracting to support their maternal and child health home visitation programs, Welcome Baby and the Bridges Maternal and Child Health Network. Third Sector is conducting feasibility studies with the two Commissions with support from the James Irvine Foundation and Nonprofit Finance Fund's California Pay for Success Initiative.

Alameda County

Alameda County has engaged Third Sector to help support its PFS initiative for a childhood asthma intervention. The intervention partners the Alameda County Public Health Department's Asthma Start and Alameda County Healthy Homes Department to provide asthma in-home case management and housing assessment and remediation for 200-250 households with asthmatic children in Alameda County. Third Sector has partnered with [Impact4Health](#) to test and evaluate the new combined intervention in the context of a PFS project.

Growing Our Team

Third Sector is pleased to welcome several new hires to both our Boston and San Francisco offices.

- Emily Fabiaschi, Associate, San Francisco
- John Perovich, Associate and ProInspire Fellow, San Francisco
- Alice Phinizy, Manager of Finance and Operations, Boston
- Will Toaspern, RISE Analyst, Boston
- Mary Beech, RISE Analyst, Boston
- Jake Moy, RISE Analyst, San Francisco

We continue our long-standing partnership with [New Sector Alliance](#) and its Americorps Residency in Social Enterprise fellowship, hosting three RISE fellows who participate in nonprofit leadership training throughout the year. We also have partnered with [ProInspire](#), a fellowship program that recruits experienced professionals who want to use their skills for social impact.

We are also excited to announce new promotions as we continue to grow our firm. Congratulations to our team members who continue to work tirelessly to advance Pay for Success across the country!

- Tim Pennell, Associate Director
- Michael Cwidak-Kusbach, Senior Associate
- Liya Shuster, Senior Associate

Finally, if you are interested in helping Third Sector Capital Partners continue to accelerate America's transition to a performance-driven social sector, we have [open positions](#) we hope to fill with talented, committed individuals!

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Third Sector Capital Partners, Inc. is a nonprofit advisory firm focused on the emerging Pay for Success sector. Our mission is to accelerate America's transition to a performance-driven social sector.

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