

**From:** Joe Waters <jwaters@instituteforchildsuccess.org>  
**To:** Soura, ChristianChristianSoura@gov.sc.gov  
**Date:** 4/4/2013 2:24:53 PM  
**Subject:** Re: SIB stuff

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No problem. Was in NYC yesterday with both social finance folks and third sector capital folks-- great interest in South Carolina now that the Harvard opportunity is becoming known. Also, Megan has some numbers together that looks great-- can't wait to share in a few weeks.

Joe

Sent from my iPad

On Apr 3, 2013, at 1:15 PM, "Soura, Christian" <ChristianSoura@gov.sc.gov> wrote:

Thanks – I'll follow-up w/Dr. Mann directly on a couple other questions about the event.

I just called John Supra so that I could give you an update, but he says he talked to you yesterday, so I guess I'm off the hook.

CLS

Christian L. Soura  
Deputy Chief of Staff

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**From:** Joe Waters [mailto:jwaters@instituteforchildsuccess.org]  
**Sent:** Monday, April 01, 2013 3:57 PM  
**To:** Soura, Christian  
**Subject:** FW: SIB stuff

See below

Thanks

**From:** Mann, Steven [mailto:svmann@moore.sc.edu]  
**Sent:** Monday, April 01, 2013 3:56 PM  
**To:** Joe Waters  
**Subject:** RE: SIB stuff

Joe, I want Christian as a solo speaker. I want him to speak in the afternoon. Please see attached.  
Steve

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"Never, never, never give up."

Sir Winston Churchill

From: Joe Waters [mailto:jwaters@instituteforchilddsuccess.org]

Sent: Sunday, March 24, 2013 12:15 PM

To: Mann, Steven

Subject: FW: SIB stuff

Steve,

Could you help me answer these questions for Christian?

Thanks-

From: Soura, Christian [mailto:ChristianSoura@gov.sc.gov]

Sent: Monday, March 18, 2013 12:46 AM

To: Joe Waters

Subject: RE: SIB stuff

I'm still looking at the schedule...do you have any additional info on the April 18th event? For instance, what's the format? Is it a solo presentation you're looking for, or would I be serving as a panelist? If it's the former, how much time would you want me to fill? Is there a draft agenda for the date at this point? Thanks.

CLS

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From: Joe Waters [jwaters@instituteforchilddsuccess.org<mailto:jwaters@instituteforchilddsuccess.org>]

Sent: Monday, March 11, 2013 2:10 PM

To: Soura, Christian

Subject: SIB stuff

Dear Christian:

Hope you had a nice weekend. Just a few things on SIBs:

1. Spoke with George Overholser last week at Third Sector. Very interested in South Carolina. Also, he was hearing rumors in SIB-land that SC was successful on the Harvard App, but that Liebman was on vacation so we hadn't been notified. Maybe we will hear this week and positively. Please let me know.
2. George will be working with the Edna McConnell Clark Foundation to work on SIBs within their portfolio (including their \$50 million commitment to NFP) and he believes there might be some possibilities to work with SC, perhaps even if we aren't successful in the Harvard app
3. As we recently discussed, I think it is important to get together very soon to be clear on who is speaking to whom and about what. I know y'all have had some conversations directly with Social Finance and, I think, we want to make sure George doesn't get left out, particularly if we move to a competitive procurement at some point. To that end, Megan will be in town this week and I am hoping we could sit down with you for a few minutes on Friday. We have encountered a few questions in the feasibility study that I believe you could answer (i.e. SC's appetite for seeking a 1115 waive from the Feds to do a SIB, etc.). We are wide open on Friday.
4. Finally, we are working with the Moore School of Business to host a SIB Workshop for about 40 investors attending their Fixed Income Summit in Charleston on April 18 from 11-5. We would love to have you speak to this group, if possible. Already confirmed speakers include Jackie Vanderburg (US Trust), Mike Forte (Cedarwood Consulting), Rick Edwards (Third Sector Capital) and someone from Social Finance. I think you would make an excellent contribution speaking from the government perspective. Please just let me know.

Thank you!

Joe

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Joe Waters

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