

From: Soura, Christian  
To: Aggarwala, Rohit <Rohit@bloomberg.org>  
Date: 3/4/2013 2:59:25 PM  
Subject: RE: Follow up to Bloomberg-Haley call  
Attachments: Talking Points - Bloomberg Call.pdf

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Rit,

Thanks for your note - Thursday would be perfect. At the risk of looking lazy, I'm attaching the bulletpoints I gave Gov. Haley in advance of the call. It's a fairly succinct summary of what we're trying to accomplish.

The report we have in mind - that the consultant (TBD) would prepare for the working group - would be something of a hybrid of McKinsey's report on social impact bonds and the Harcourt, Brown & Carey report to California's IOUs, in terms of style and substance. You've likely seen one or both already.

McKinsey: [http://mckinseysociety.com/downloads/reports/Social-Innovation/McKinsey\\_Social\\_Impact\\_Bonds\\_Report.pdf](http://mckinseysociety.com/downloads/reports/Social-Innovation/McKinsey_Social_Impact_Bonds_Report.pdf)

HBC: <http://www.edf.org/sites/default/files/RecEEPilotPrograms.pdf>

From McKinsey's side, we're looking for the thoughtfulness, the approachability, the visual aids, the instant credibility, and the generalized approach (which other states would have no trouble adopting as their own afterwards). From the HBC side, we're looking for the state-specific detail and the industry expertise.

Thanks again for your consideration.

Christian

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-----Original Message-----

From: Aggarwala, Rohit [mailto:Rohit@bloomberg.org]  
Sent: Monday, March 04, 2013 12:42 PM  
To: Soura, Christian  
Subject: Follow up to Bloomberg-Haley call

Christian --

Mayor Bloomberg asked me to follow up with you; I lead his environmental grant making efforts. Perhaps we could aim for a call on Thursday?

I'm copying my assistant and he can help with scheduling.

I would be grateful if you could please send me a brief description of the concept for which you are seeking funding a day or two before our call. Could be as brief as a paragraph, but it will help me come to the call prepared.

Thanks much

Rit

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