



INTRODUCTION TO SOCIAL FINANCE AND THE INTERMEDIARY ROLE IN PAY FOR SUCCESS

SEPTEMBER 2016

Task Force on Public-private Partnerships to Support Public Education
127th Maine Legislature, 2nd Session

77 Summer Street, 2nd Floor, Boston, MA 02110

▶ ABOUT SOCIAL FINANCE

Our Work



- **Founded in January 2011** by David Blood, Sir Ronald Cohen, and Tracy Palandjian
- Offices in **Boston, MA, and Austin, TX**
- **Team of 30** includes experienced professionals from the public, private, and nonprofit sectors
- Registered 501(c)3 nonprofit

Our Global Network

- Our sister firm, Social Finance UK, was founded in 2007 and launched **the world's first Social Impact Bond** in 2010.
- We partner with Social Finance UK and Israel in a **Global Network** to share best practices, innovative strategies, and deal experience.
- We advance PFS globally through technical assistance and market education.

▶ VISION, MISSION, AND VALUES

Our Vision

We envision a society in which everyone has the opportunity to achieve their full potential.

Our Mission

We are dedicated to mobilizing capital to drive social progress.

Our Values

People

People are at the center of all that we do; we are committed to the individuals we serve, our team, and our partners.

Performance

We are guided by a results-driven ethos; our work demands rigorous thought, inquiry, and analysis.

Collaboration

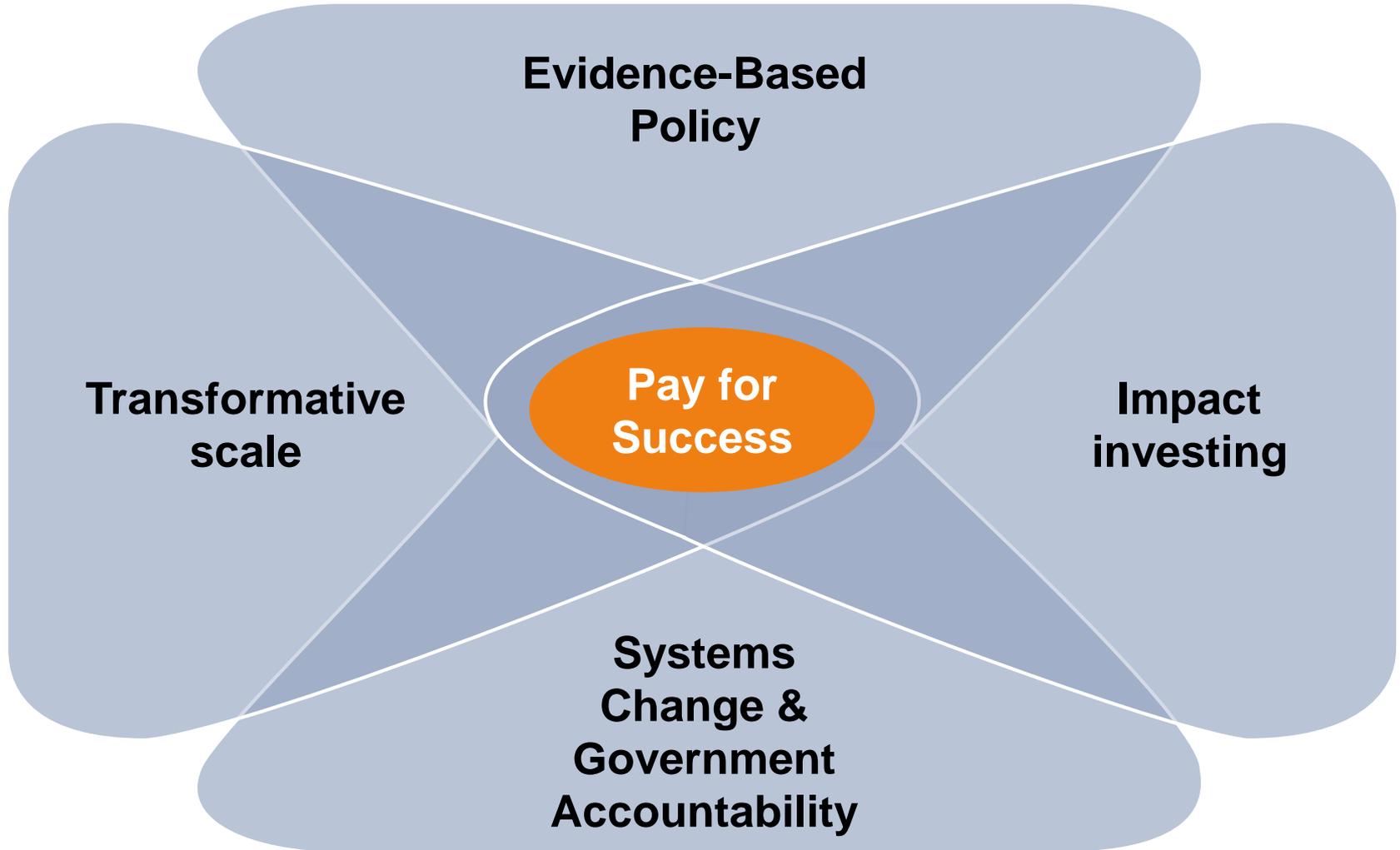
We build strong, enduring relationships across sectors to align diverse interests and advance our collective mission.

Integrity

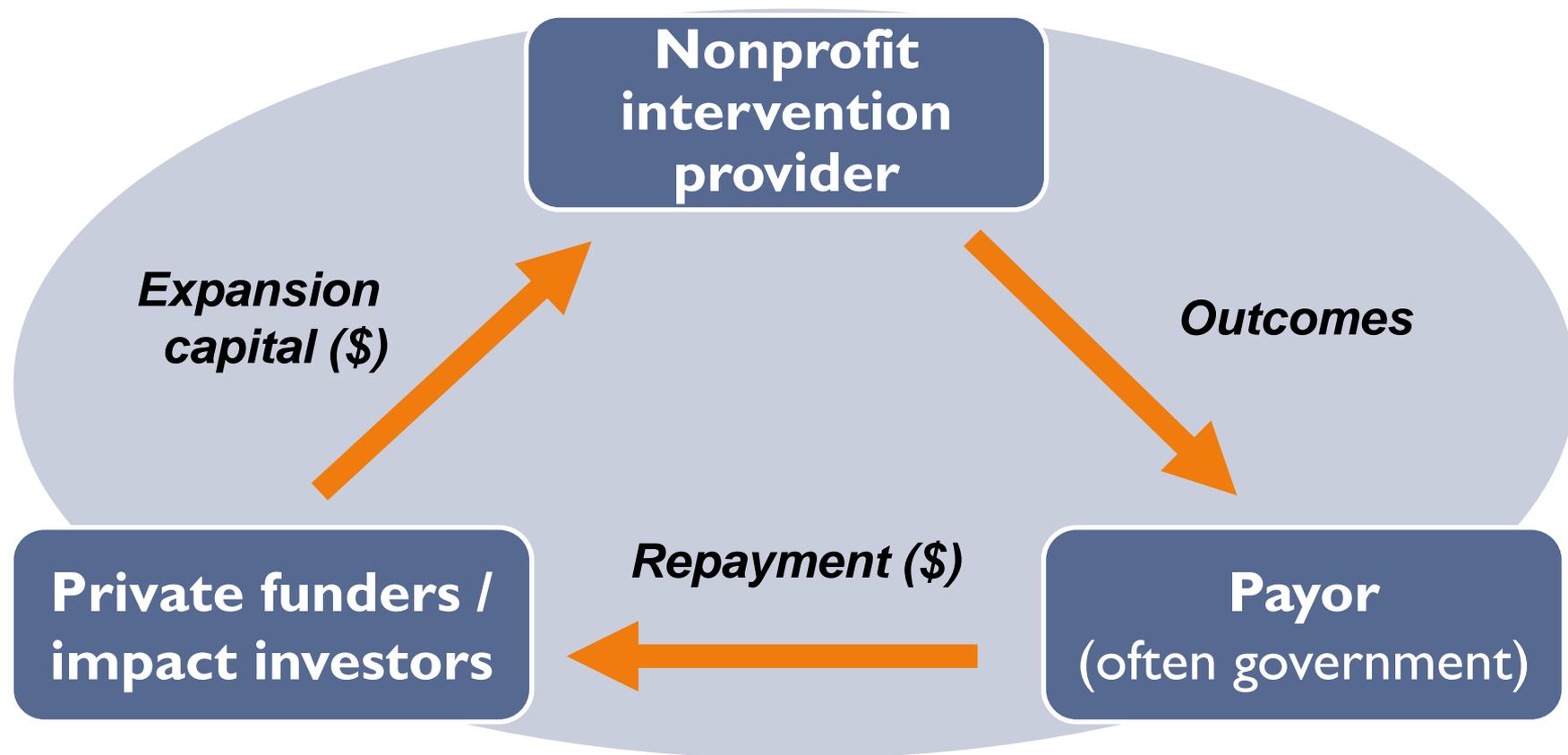
The highest standards of accountability and transparency underpin all of our work.

Pay for Success is about
measurably improving the lives
of people most in need
by driving government resources
toward more effective programs

▶ PAY FOR SUCCESS SITS AT THE INTERSECTION OF FOUR POWERFUL MOVEMENTS



▶ WHAT IS PAY FOR SUCCESS?



Pay for Success is an innovative **public-private partnership** which drives resources toward **effective social services** through a performance-based contract.

▶ **WHAT WE DO**
Our Services



Field Building and Market Education

Through research, advocacy, and publications, we support the development of the Pay for Success market and the broader impact investment movement.

▶ **11 PAY FOR SUCCESS DEALS HAVE REACHED THE MARKET TO DATE**
...and more are on their way

**Criminal Justice
(Recidivism)**



- 1** *New York City*
- 2** *Massachusetts*
- 3** *New York State*

**Early Childhood
Education**



- 4** *Salt Lake City*
- 5** *Chicago*

**Homelessness &
Family Stability**



- 6** *Cuyahoga*
- 7** *Massachusetts*
- 8** *Santa Clara*
- 9** *Denver*
- 10** *Connecticut*

**Maternal & Child
Health**



- 11** *South Carolina*

Additional projects in development:

Workforce

Asthma

Early childhood

Foster care

Diabetes