INVEST IN RESULTS

SAN FRANCISCO EVENT ATTENDEES

INVESTINRESULTS.ORG
#INVESTINRESULTS
WHY WE’RE HERE TODAY

57% of organizations are ‘very likely’ or ‘extremely likely’ to engage in an outcomes-based funding initiative in the next 24 months.

63% say outcomes-based funding initiatives are VERY important (7 or 6 on scale of 1-7).
WHO WE ARE

- Nonprofit Organization: 47%
- Grantmaking Foundation: 8%
- Private Sector Investor: 7%
- CDFI: 6%
- Government: 7%
- Academic Institution: 5%
- Membership/Industry Association: 2%
- Other: 18%
- Other: 18%
TYPE OF WORK WE DO

- Nonprofit Sector: 27%
- Education & Youth Development: 23%
- Health-Physical Food Security: 22%
- Human Services: 20%
- Investment & Skill-building: 20%
- Research: 10%
- Art & Culture: 6%
The most important reason to participate in outcomes-based funding initiatives is to improve the quality of services to communities, which is preferred by 37% of respondents. Another 23% prefer to improve more efficient solutions to social problems, followed by 16% who favor funds being used more efficiently. Best practices are more easily shared and adopted by 10% of respondents, while another 10% prefer more effective collaboration between stakeholder groups. An increased number of clients served is preferred by 3%, and other reasons account for 1% of preferences.
Our current level of engagement with outcomes-based funding

- **18%** No current engagement
- **41%** Actively learning about outcomes-based funding initiatives
- **22%** Planning to participate in outcomes-based funding initiatives
- **24%** Currently participating as a SERVICE PROVIDER in at least one initiative
- **13%** Currently participating as a FUNDER in at least one initiative
- **13%** Currently participating by FINANCING/INVESTING in at least one initiative
- **15%** Leading at least one initiative
- **5%** Other
OUR DATA COLLECTION PRACTICES

8% Not currently collecting any data

58% Collect data on # of clients served/amount of service/capital provided

53% Collect to understand immediate effects of work with clients

42% Collect to understand longer-term effects

36% Collect to understand ultimate impact

46% Using insights from data to adjust service model

11% Unsure
IN YOUR OWN WORDS

“Interested in improving outcome tracking and metrics to help us measure efficacy of our programs.”

“To understand what outcomes-based funding initiatives are and how it will help improve the quality of service I deliver to clients.”

“Local [government] is shifting to outcomes-based funding and I need to help shift our agency.”

“My department's deliberate and thoughtful shift to on outcomes-based model.”

“Our current work has not generated the kind of results that results-based contracting suggests it should generate. I think there are probably additional factors to consider as we drive towards change.”
INVEST IN RESULTS
BECAUSE OUTCOMES MATTER

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