

Pathways to Economic Advancement:  
A “Pay For Success” Model of Delivering,  
Workforce Development and Adult Education

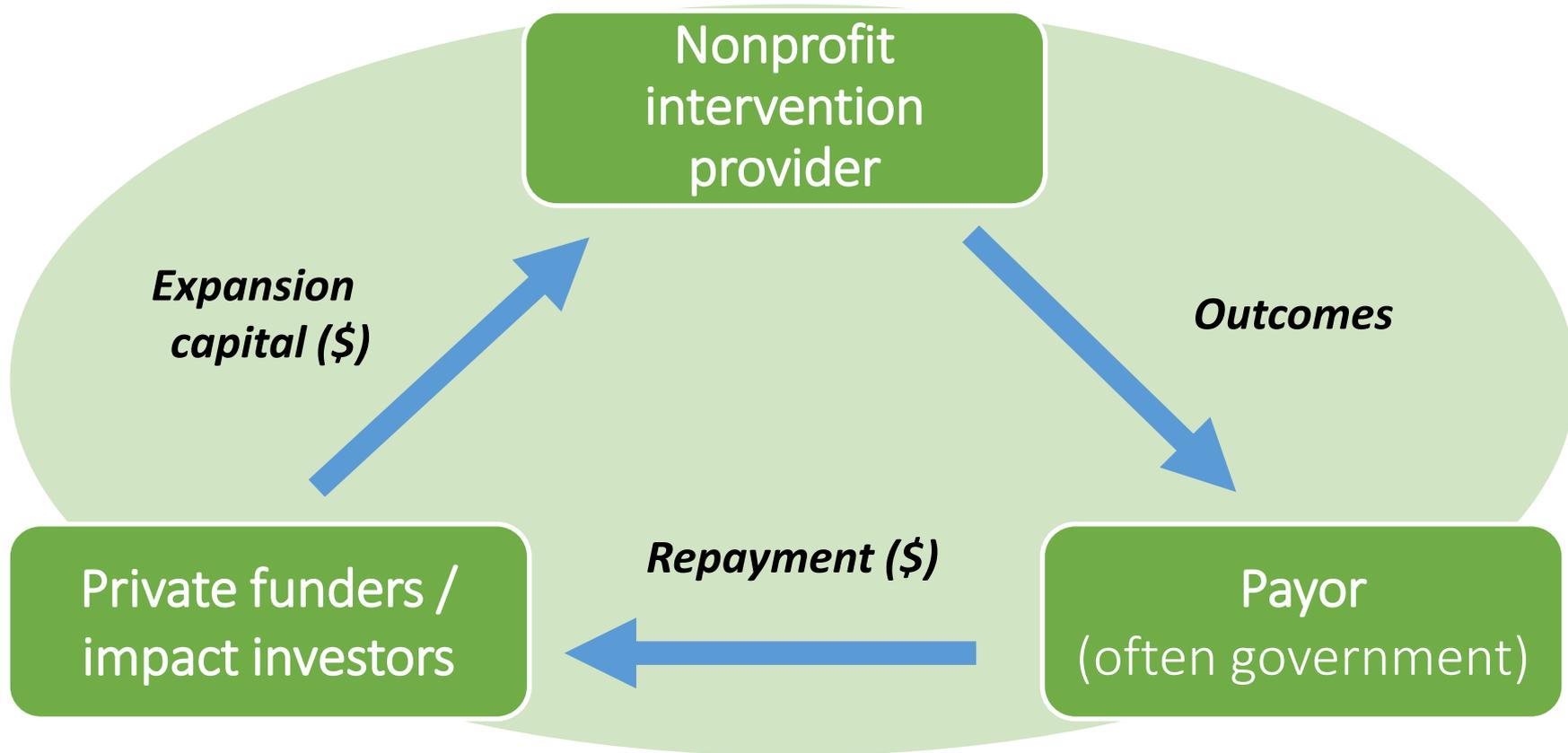
# Investing in Opportunity

Baltimore, Maryland

October 2018

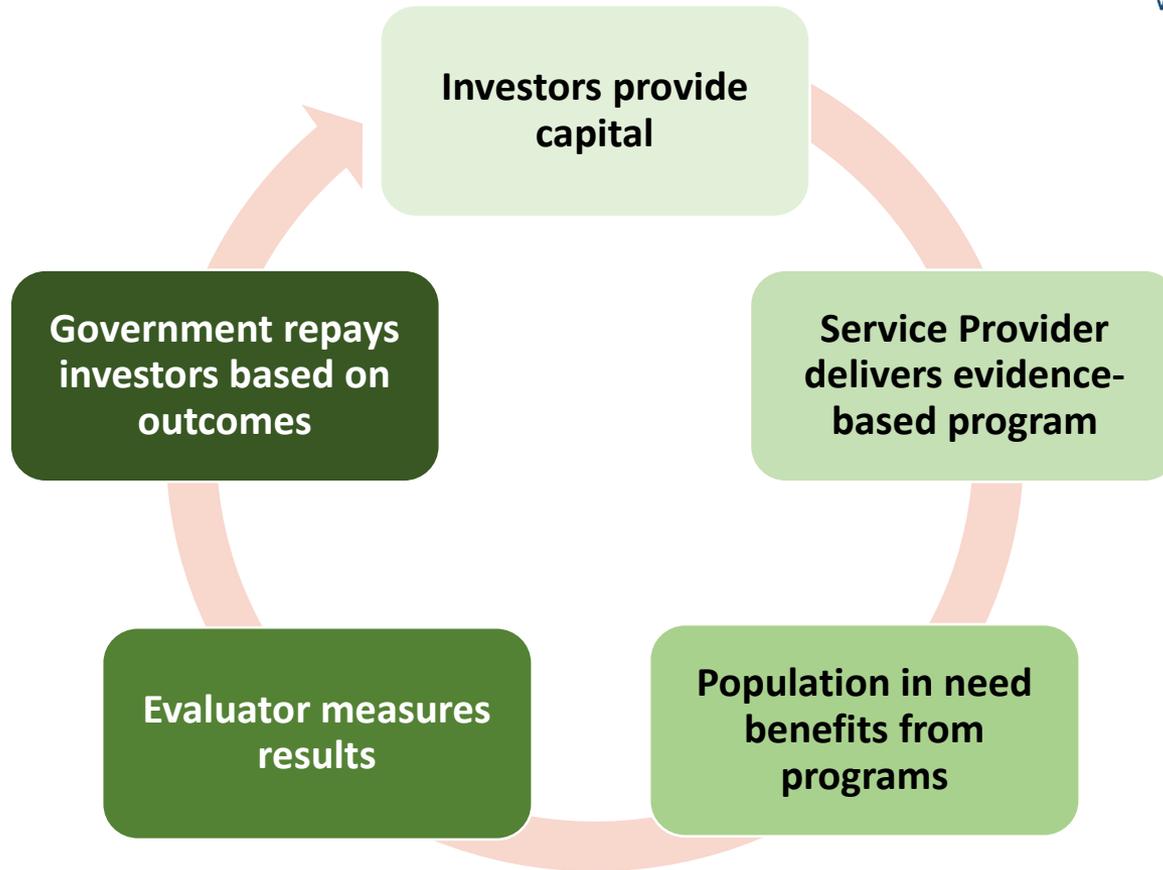


# WHAT IS PAY FOR SUCCESS?



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

# How does Pay for success Work?<sup>1</sup>

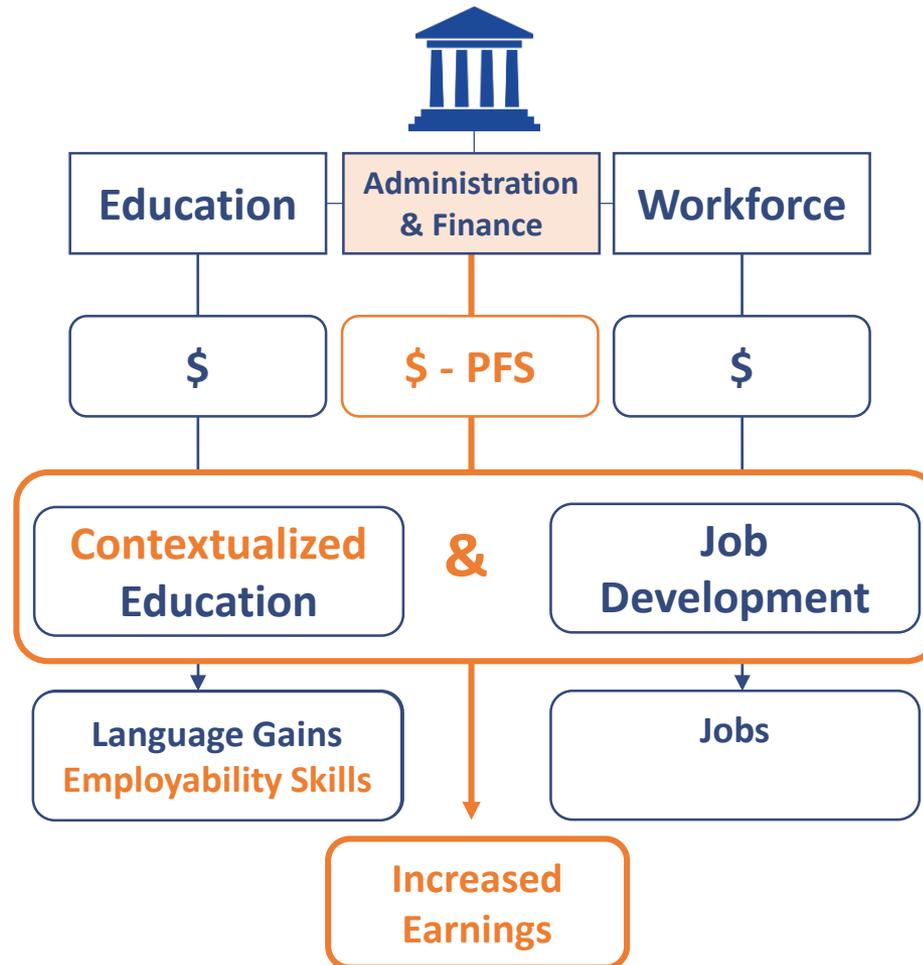


*Impact investors, high-performing non-profits, and governments partner with the collective goal of improving social outcomes*

1. Notwithstanding the above, investors should be aware that all of the funding and investment risks associated with a Pay for Success program, including any fees payable to various service providers and any other organizational costs and expenses of the Company, are borne by the investors.

# A New Model

Combining the best of adult education and workforce development practices

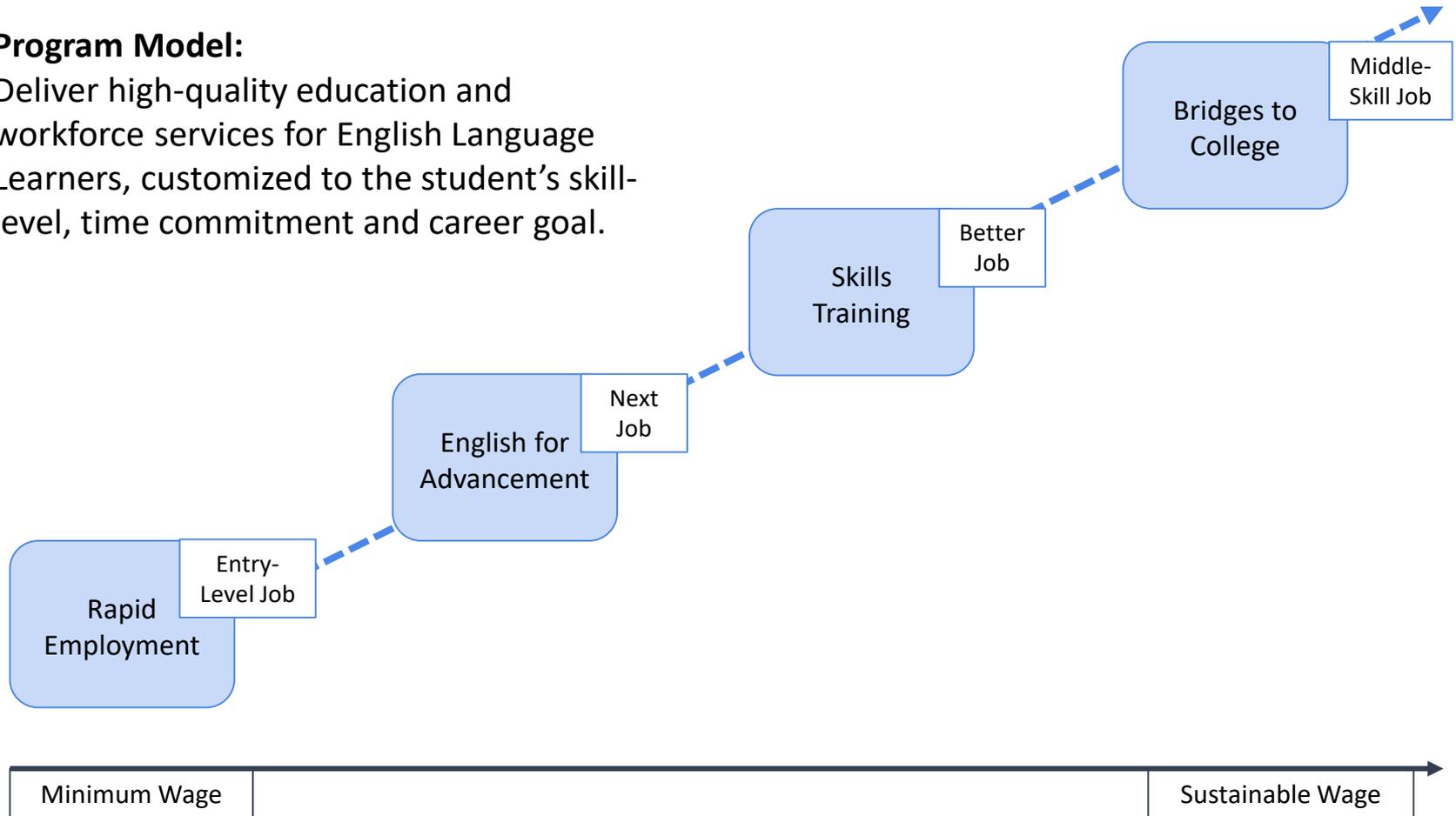


# Pathways to Economic Advancement

A new model of adult education

## Program Model:

Deliver high-quality education and workforce services for English Language Learners, customized to the student's skill-level, time commitment and career goal.





# Pay for Success JVS Program Tracks

JVS will provide a tiered service offering

Program Track	Rapid Employment	English for Advancement	Occupational Skills Training	Bridges to College
<b>Target Population</b>	Low English skills; primarily refugees; seeking to <b>secure first job immediately</b>	Low to intermediate English skills; primarily immigrants; seeking <b>employment or job advancement</b>	Intermediate English; primarily immigrants; seeking <b>employment in nursing or hospitality sector</b>	Higher level English with at least high school credential seeking to <b>transition into higher education</b>
<b>Program Description</b>	Employment-focused English language services; skills development; and job search assistance; <i>Services customized per program track</i>			College preparation and coaching to transition into higher education
<b>Outcome Metric</b>	Earnings; Program Engagement			Transition into College; Program Engagement
<b>Anticipated Number of Enrolled Participants</b>	~450	~1,000 – 1,200	~230	~120

# Program, Outcomes and Measurement Detail

Program Track	English for Advancement	Occupational Skills Training	Rapid Employment	Bridges to College	Project-wide
<b>JVS Experience</b>	2 years (2010-2012)	20+ years through present	10+ years through present	7+ years through present	N/A
<b>Target Number Served</b>	~1,000-1,200	~230	~450	~120	~2,000
<b>Outcome Metric</b>	<b>Earnings</b>  Average aggregate earnings in second year post-enrollment of treatment group relative to control group	<b>Earnings</b>  Average aggregate earnings in second year post-enrollment minus average aggregate earnings in year beginning 2 years prior to enrollment	<b>Earnings</b>  Average aggregate earnings in second year post-enrollment	<b>Transition into College</b>  Proportion of participants who earn 12+ college credits and up to 3 remedial credits at any point 2 years post program	<b>Program Engagement</b>  Count of participants who continue program engagement 11 days after service start in the applicable program track
<b>Timing of Measurement</b>	Quarterly starting in Q11	Quarterly starting in Q9		Once in Q20	Quarterly starting in Q1
<b>Track Record Data Source</b>	Workforce Literature	Administrative data from the Commonwealth of Massachusetts			JVS Operating Data and Management Targets

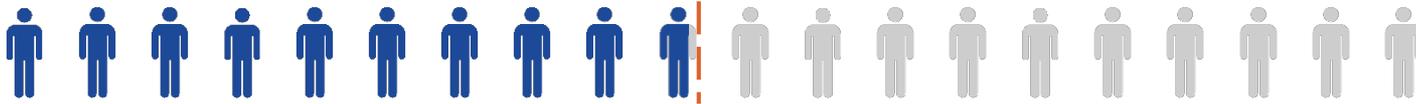
See PPM for further details

# Pathways to Economic Advancement

## Project Status

### Enrollments

Project goal: 2,000



### Completions (Skills and Bridges only)

Project goal: 300



### Placements & College Enrollments

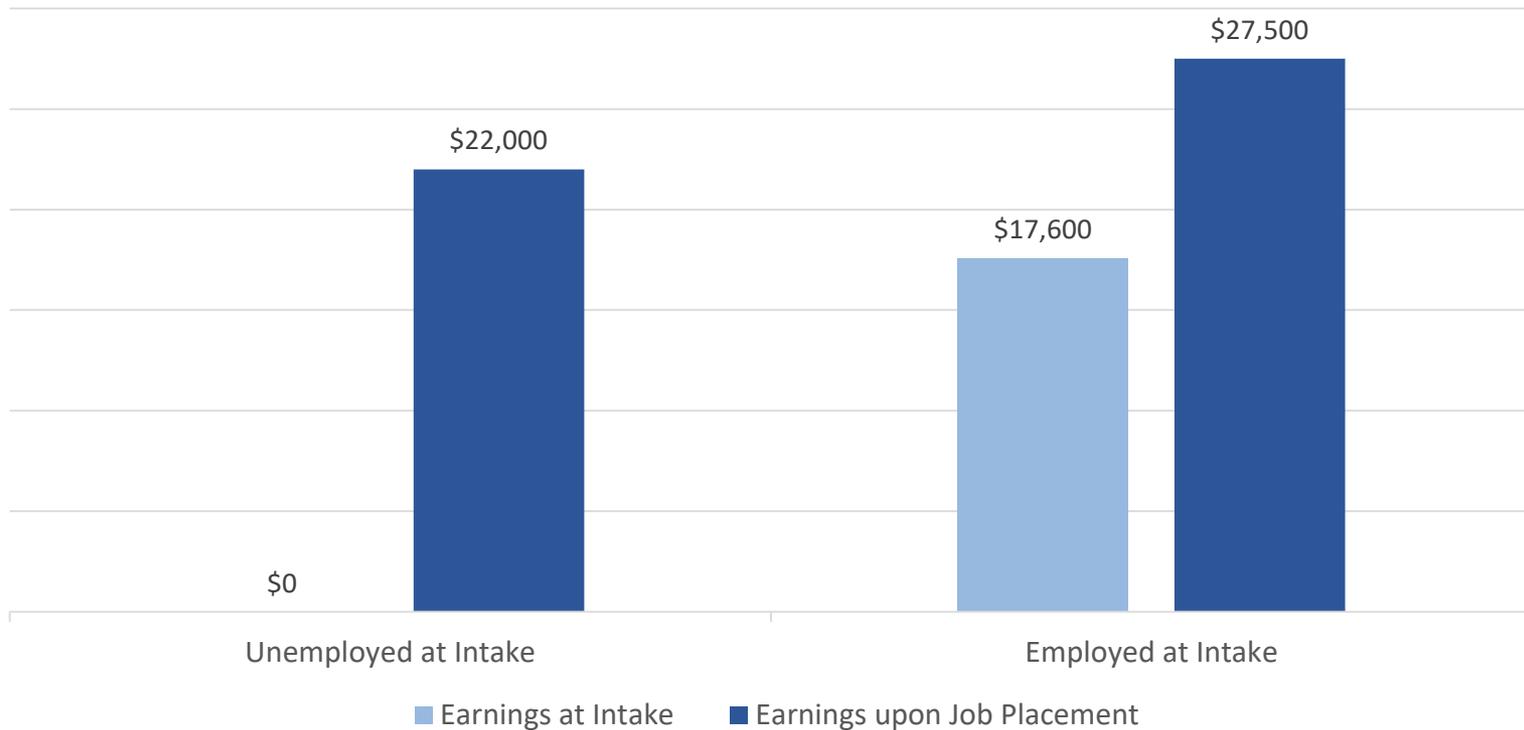
Project goal: 1,300



# Pathways Impact

## Change in Median Annual Earnings through Q1 2018

**PRELIMINARY**



Earnings at initial job placement are not necessarily indicative of the Project’s ability to achieve PFS Final Outcomes related to participant earnings.

Earnings are calculated as the difference between the median self-reported, annualized wage income at intake and the corresponding income at placement. At both intake and placement, participants report wages and hours worked to JVS. To estimate annual income, JVS annualizes these weekly earnings by multiplying wage and hours by 50 weeks.

Data are calculated based on 551 job placed participants since August 2016.

*SOURCE: JVS operational data validated by Mobility, through March 30, 2018*