

CEO SIB RISK Matrix (1 of 2)

	Low Risk	Medium Risk	High Risk
Capital Source	All new private or philanthropic investors; no overlap with existing funding	High proportion of new sources with some philanthropy substituting grants for stake in SIB	High proportion of capital being diverted to SIB directly from CEO
CEO Investment Stake	\$0 – CEO has no “skin in the game”	Small investment facilitated by third party	Investment in deal made from CEO’s balance sheet
Type of Payment to CEO	Unrestricted, upfront funding	Upfront funding tied to budgeted expenses	Performance based, received after key metrics achieved
Capital Raise	Executed exclusively by intermediary	Co-raise by CEO and intermediary	CEO markets investments
# of Government Payors	Single government payor (local, state, federal)	Two government payors	More than two government payors
Size of Project (Annual Capital and # Served)	\$5-10M 250-500	\$2-5 and \$10-15M 100-250 and 500-750	\$1-2 and \$15+ M <100 and >750

CEO SIB RISK Matrix (2 of 2)

	Low Risk	Medium Risk	High Risk
Performance Threshold	Below baseline MDRC Criminal Justice outcomes	Achieving baseline MDRC outcomes	Exceed MDRC or other established outcomes
Evidence in a Geography	Scale program in jurisdiction proven to produce impact (NYC only)	Scale in jurisdiction demonstrated to achieve impact (Rochester)	Use SIBs as a vehicle to expand to new geographies
Evaluation Measures	Criminal Justice, with some workforce development	Same as low risk and 1-2 additional measures to be tested (e.g. health)	Untested measures included into cost benefit analysis.
Lead Government Champion	Executive led with assistance from criminal justice and workforce agencies	Project led by either executive or agencies	Legislature driven
Length of Project	4+ Years	2-4 Years	≤2 Years
Criminal Justice Population	High risk parolees returning from state prison	Probationers - high risk - serving split sentences	Probationers sentenced to community supervisions only/Probation and Parole