

A Decade of Progress and Impact



Message from Our Founders



Michele Jolin

CEO & Co-Founder
Chair of the Board



David Medina

COO & Co-Founder

Ten years ago, we started Results for America with a simple idea:

Governments that harness the power of evidence and data would make **better decisions** and **faster progress** on our toughest challenges.

Ten years later, we are seeing the results: **Billions** of federal dollars shifted to more effective solutions. **Millions** of people across the country benefiting from more results-oriented government decisions. **Thousands** of high-impact government leaders – at every level – delivering for residents.

For the last decade, we have helped government leaders test new strategies for using evidence and data to increase the impact of government dollars. Through this work, **we have refined an approach that steers more public dollars to solutions that accelerate economic mobility.**

Our mission for the next 10 years: To spread this approach far and wide. To close racial gaps and open opportunities for all. To work with leaders across the political spectrum to **improve the impact of the over \$2 trillion *already* being spent each year by governments in the United States to meet the needs of vulnerable populations and advance economic mobility.**

Big solutions don't have to be partisan or political. By investing in what works, we can help restore the public's faith in government's ability to tackle our most difficult problems.

Handwritten signatures of Michele Jolin and David Medina in black ink. The signatures are written in a cursive, flowing style.

BY THE NUMBERS

10 Years of Impact



\$19.7+ Billion

GOVERNMENT FUNDS SHIFTED

Results for America and our coalition helped shift more than \$19.7 billion in federal dollars to evidence-based programs that deliver better results for residents.



50+

POLICIES AND EXECUTIVE ACTIONS

Results for America and our coalition helped shape more than 50 policies and executive actions over the last decade that will deliver better results.



14,000+

GOVERNMENT LEADERS TRAINED

Results for America and our partners have trained more than 14,000 leaders and staff from City Halls, Governor's offices, and federal, state and local agencies.



36

STATES

Results for America has worked with leaders in 36 states to build and use their evidence and data capacity.



275+

CITIES & COUNTIES

Results for America has supported over 275 cities and counties in using evidence and data to address local challenges.



650+

CHAMPIONS

More than 650 bipartisan leaders and members of our coalition have committed to helping governments at every level invest in what works.

Policies

Results for America and our coalition have helped enact legislation and shaped key executive actions and policies at the federal, state and local levels, including:

Evidence Act • **Every Student Succeeds Act** • U.S. Treasury Department's American Rescue Plan Act Guidance • **President Biden's Memorandum on Scientific Integrity and Evidence-Based Policymaking** • **Social Impact Partnerships to Pay for Results Act** • Workforce Innovation and Opportunity Act • Juvenile Justice Reform Act • **Family First Prevention Services Act** • Head Start Performance Standards • **Annual Federal Appropriations Bills** • **Strengthening Career and Technical Education for the 21st Century Act** • Child Care and Development Block Grant Act • **Pennsylvania Workforce Development Board Evidence Definitions** • Texas Workforce Commission's Tiered-Evidence Framework • **Nevada Department of Education Evidence Definitions** • Colorado Workforce Commission Evidence Definitions • **Buffalo (NY) Proactive Rental Inspections Legislation** • Long Beach (CA) Guaranteed Income Pilot Program • **Memphis (TN) Open Data Policy** • Kansas City (MO) Performance Ordinance

Solutions

Results for America has supported federal, state and local governments to increase their investments in solutions that work, including:

Maternal and Child Home Visiting Programs • **High-Dosage Tutoring** • **Sector-Based Skills Training** • **Alternative Emergency Response** • **College Access Programs** • **Fines and Fees Reform** • **Guaranteed Income** • **Providence Talks** • **Placed Based Partnerships** • **Subsidized Transit Fares** • **Broadband Access** • **High-quality, Affordable Preschool** • **Lead Paint Abatement** • **Adult Reentry Programs** • **Registered Apprenticeships** • **Innovation Funds** • **School-based Health Programs** • **Summer Youth Employment** • **Eviction Prevention Programs** • **Financial Empowerment** • **Career Academies** • **GED/HSED Certificate Programs** • **Teen Pregnancy Prevention** • **Summer Learning Programs** • **Permanent Supportive Housing** • **Rapid Re-housing Initiatives** • **License Restoration & Criminal Record Expungement** • **Mentoring Programs** • **Post-Secondary Guidance and Support** • **Community Health Programs**

Our Approach

Results for America changes the way governments invest dollars by attaching new impact requirements to the money flowing from federal to state to local governments. Through this approach, governments are incentivized to look at whether their dollars go to what works and to shift to investing in solutions that deliver better results. Then, we support government leaders to implement.

THE RESULT: More of the \$2 trillion that U.S. governments spend each year to meet the needs of vulnerable populations and open opportunities go to higher-impact solutions that will improve Americans' lives.

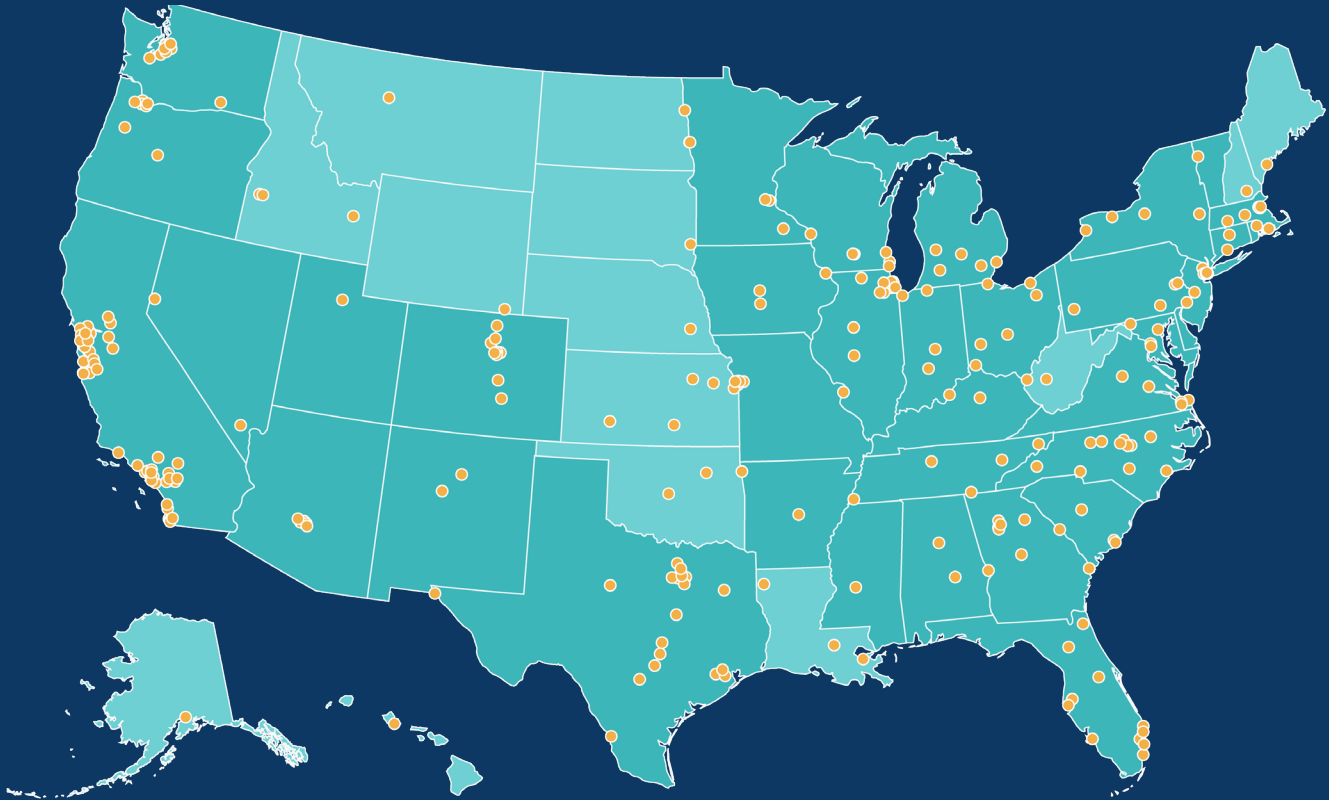


Flow of Investment



Our Network

We are working with data-driven, results-oriented leaders in City Halls, County seats, Governor's offices, the White House and Congress, and agencies across the country. Over the last decade, our network has expanded to include bipartisan leaders at every level of government, from every region, who are committed to delivering better results.



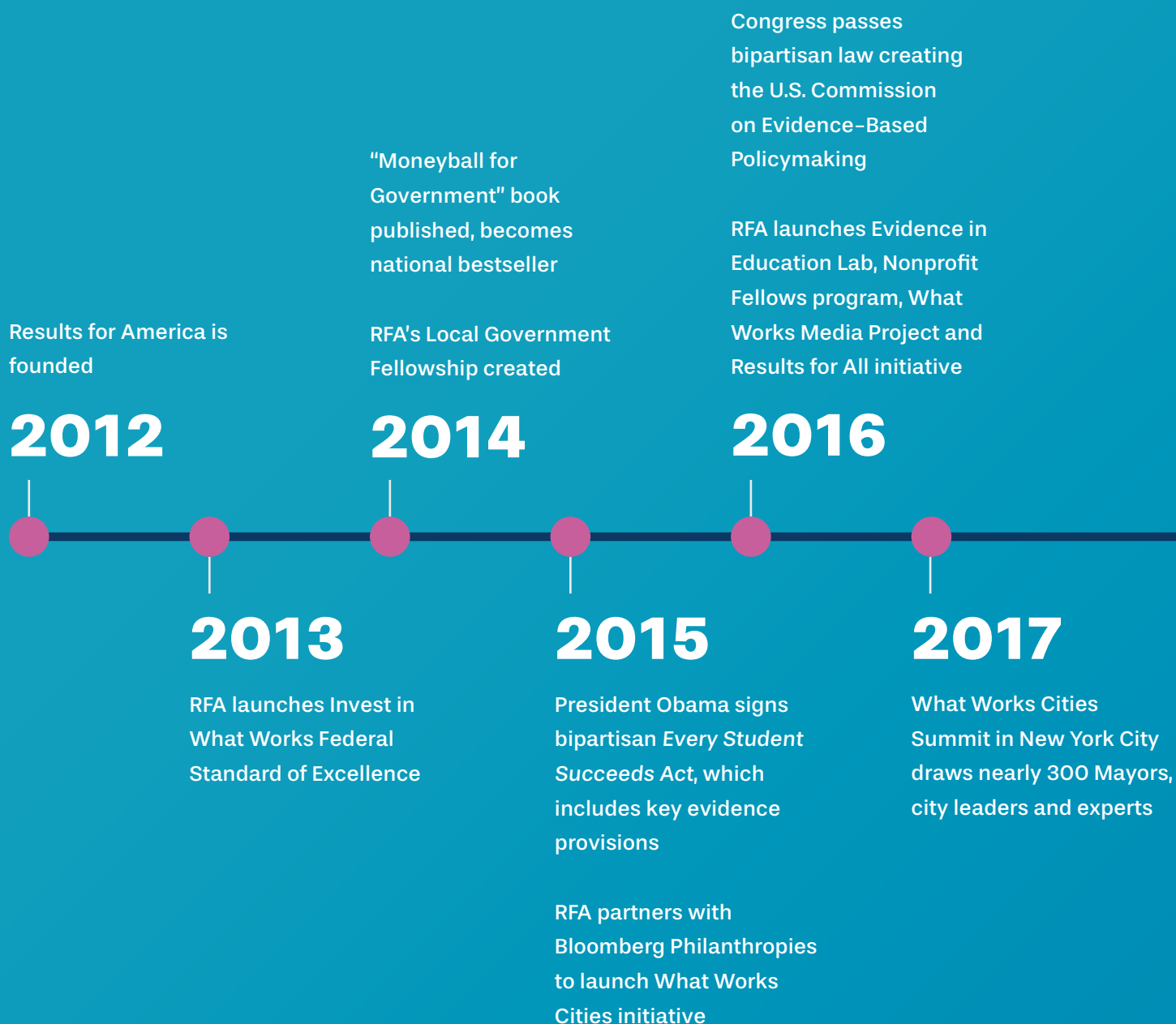
36 States

[Read more](#) about state efforts to use evidence and data

275 Cities & Counties

[Read more](#) about local government efforts to deliver better results

Milestones





AmeriCorps

In 2013, Results for America began urging federal agencies to prioritize evidence of effectiveness in their grant programs through the annual Invest in What Works Federal Standard of Excellence. AmeriCorps was among the first agencies to respond, and it has increased its evidence-based grantmaking every year. Last year, 51% of AmeriCorps' State and National grants went to programs backed by strong evidence.



THE IMPACT

This shift helped Minnesota Reading Corps – which improves reading skills for K-3rd grade students, according to multiple rigorous studies – receive \$7 million more from AmeriCorps over five years. The program was able to add 400 more tutors and serve 6,000 more students.

“AmeriCorps has been recognized for outstanding performance in using evidence and data to invest federal resources in programs that work... [W]e will continue to support grantees and other supported programs with their evidence-building activities”

MICHAEL D. SMITH
CEO, AMERICORPS

Nevada

Nevada state education leaders worked with Results for America to seize on the evidence provisions in the bipartisan federal education law (Every Student Succeeds Act) to steer over \$200 million in both federal and state grants annually toward programs backed by evidence.



THE IMPACT

In one school – Grass Valley Elementary School in Winnemucca, Nevada – this shift to evidence-based interventions nearly doubled the number of 3rd graders who were proficient in reading in a single year.

“Why are we doing this? So that all students, regardless of their zip codes or backgrounds, have access to an excellent education.”

DR. SENG-DAO YANG KEO

CHIEF STRATEGY OFFICER AT THE NEVADA DEPARTMENT OF EDUCATION

Guaranteed Income

In 2020, Results for America led a “Solutions Sprint” for 22 cities that wanted to learn more about how to implement a “guaranteed income” program. A rigorous evaluation of Stockton, CA’s program – which provided monthly cash transfers to struggling residents – found that recipients were twice as likely as non-recipients to find full-time employment, while also experiencing other benefits, such as reduced depression and anxiety.



THE IMPACT

After the seven-week Sprint, half of the cities (11 cities) launched or announced plans to launch Guaranteed Income pilots. Tacoma (WA) Mayor Victoria Woodards said the Sprint helped her city secure \$500,000 in additional funding and “develop a successful pilot...[and] implement the program in an accelerated fashion.”



“Data tells a story that you cannot deny.”

VICTORIA WOODARDS

MAYOR OF TACOMA, WA

Racine

For decades, Racine had one of the highest unemployment rates in Wisconsin, as well as low educational attainment rates, with roughly one in five adult residents lacking a high school diploma or equivalent. In 2019, the city was selected to participate in Results for America's What Works Cities Economic Mobility Initiative, designed to help Mayors test strategies and work more closely with community partners to increase economic mobility.



THE IMPACT

Racine's High School Equivalency Diploma program – led by YWCA Southeast Wisconsin – had generated strong results but was serving only a small number of participants. With the added capacity, the city expanded the program, added community partners and secured additional federal and state grants. Over 400 students have now completed the program – with 80% having graduated and earned workforce readiness certificates – positioning themselves for better wages and higher quality jobs.

“We want to say to those adults, ‘We believe in you. It’s not too late for your education, and we want to help you get that so you can get on a path to getting into these jobs.’”

VICKY SELKOWE

RACINE'S STRATEGIC INITIATIVES & COMMUNITY PARTNERSHIPS MANAGER

Transforming How Government Works

Results for America does three things at the federal, state and local levels of government:



Setting a “North Star”

Establishes standards of excellence – a “north star” for what results-oriented government looks like



Implementing What Works

Provides implementation support to help government leaders improve results



Building Momentum

Creates external motivation to celebrate and reward their progress

Setting a “North Star”

Our **Standards of Excellence** help governments benchmark their existing data and evidence capacity and provide a roadmap for how to accelerate their progress and deliver better results. As of early 2022, Results for America has recognized:

LOCAL

55

What Works Cities Certified

for their excellence in data-driven decision making





STATE

8 Leading States & 4 Honor Roll States

for their evidence-driven efforts

FEDERAL

9 Federal Agencies

for their progress in building the evidence and data capacity to invest in what works



“I want to thank Results for America for setting this important standard of excellence and helping decision-makers at all levels use data and evidence to guide federal investments.”

Congresswoman Rosa DeLauro (D-CT)
U.S. House Appropriations Committee Chair

“We appreciate the recognition from Results for America as it underscores our commitment to using data to develop state policy, promote innovation and spur economic prosperity.”

Governor Mike DeWine, R-Ohio
a Leading State in the Invest in What Works State Standard of Excellence

“Certification helps in terms of us being able to benchmark our progress. It’s a roadmap to follow so that we can continue to deliver results for our people, accelerate the work of government and build that civic trust.”

Mayor LaToya Cantrell, D-New Orleans
a What Works Certified City

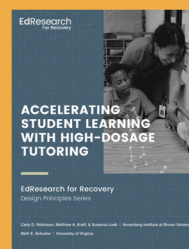
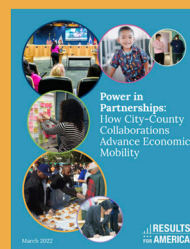
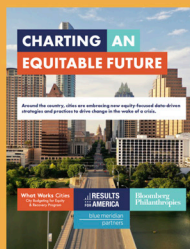
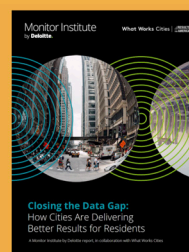
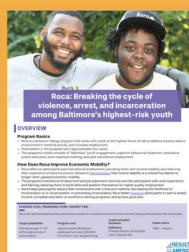
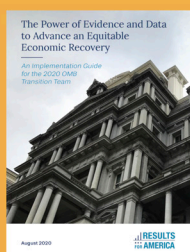
Implementing What Works

Our **Implementation Support** includes technical assistance, individual coaching, multi-year Fellowships, boot camps, peer networks, solutions sprints, case studies, policy reports and roadmaps – as well as providing model legislative and administrative language to help governments invest in what works. **Over the last decade, we've had:**

500+
participants at our
Solutions Sprints



250+
reports, briefs, roadmaps
and case studies



125+

**leaders who have
participated in our
Fellowships**



“We are building the capacity in local government to innovate and test new approaches to solving intractable problems. This approach gives us the freedom to try something new and evaluate it before we make major investments. If it works, we scale up; if not, we adjust our approach and test again.”

MAYOR G.T. BYNUM, R-TULSA

A FORMER RESULTS FOR AMERICA LOCAL GOVERNMENT FELLOW
WHO NOW LEADS A WHAT WORKS CERTIFIED CITY

Building Momentum

Our **Strategic Communications and Mobilization Efforts** help build momentum for change in government by motivating and celebrating policymakers who are investing in what works.

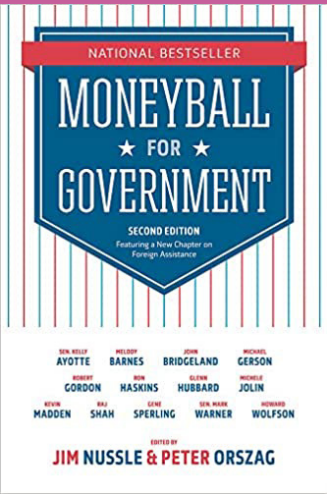
2,000+
articles, op-eds,
and videos



1,000+
events and
briefings



**best-selling
book**



650+
member bipartisan
coalition of leaders





“We have to be rigorous in measuring what works. We can’t hang onto programs just because they’ve been around a long time.”

Former President Barack Obama



“We have a moral obligation to take the time to figure out which programs are producing intended results and to improve those that aren’t.”

Governor Tim Walz, D-Minnesota

a Leading State in the Invest in What Works State Standard of Excellence



“We ought to be able to get our policy focus on actually achieving the results we intend – not just hoping, but actually doing.”

Former U.S. House Speaker Paul Ryan (R-WI)

Moneyball for Government All-Star and lead co-sponsor of the Evidence Act



“The best policymaking is evidence-based policymaking...The more we use data, the more we are able to innovate and solve the problems that are facing Americans.”

Governor Spencer Cox, R-Utah

a Leading State in the Invest in What Works State Standard of Excellence



“A city government that uses data, evidence and resident perspectives to drive decisions and the creation of policies and programs is more impactful, and more meaningfully serves its community.”

Mayor Kate Gallego, D-Phoenix

What Works Certified City (Gold)



“We have to have one set of facts – and that’s what data and evidence and science bring us...We need to bring that to the construct of government.”

Shalanda Young

White House Office of Management and Budget Director
(Biden-Harris Administration)

Our Team

Results for America's strength is our team.

We have decades of experience in government. We know what it takes to change government leaders' behavior because we have walked in their shoes.



The Next Ten Years



Over the next decade, we will broadly spread our tested approach so that investing in what works becomes the “new normal” in government.

Data-driven decision making will no longer be optional or an outlier. It will be standard operating procedure. Government decision-makers will expect to see data and regularly use evidence of impact to make their funding and policy decisions. **And this will change the way we solve social problems in America.**

Government is the largest funder of solutions to open economic opportunities. By changing the way government funding flows and incentivizing results, decision making changes for the better. This is a **powerful, systemic transformation** that will improve Americans' lives for decades to come.

By changing the way government funding flows and incentivizing results, decision making changes for the better.

OUR PARTNERS AND FUNDERS

Gratitude

We thank all the unseen heroes in government who are working every day to deliver better results for the people they serve. **Now more than ever.**

We are grateful to all of our Board Members, friends and supporters, Advisory Committee members, current and former Senior Fellows, current and alumni Fellows, Moneyball for Government All-Stars, and partners in the Invest in What Works Coalition who have helped drive this progress.

Results for America's work over the last decade would not have been possible without the generous support of our funding partners – past and present.

Annie E. Casey Foundation

Arnold Ventures

Ballmer Group

Bill & Melinda Gates Foundation

Bloomberg Philanthropies

Blue Meridian Partners

Chan Zuckerberg Initiative

The Edna McConnell Clark Foundation

The Families & Workers Fund

The William and Flora Hewlett Foundation

George Kaiser Family Foundation

The Kresge Foundation

MacKenzie Scott and Dan Jewett

The Morino Institute

Nielsen Foundation

Open Society Foundations

Overdeck Family Foundation

S. D. Bechtel, Jr. Foundation

Schmidt Futures

Silicon Valley Community Foundation

Sorenson Impact Center

Strada Education Network

William T. Grant Foundation

