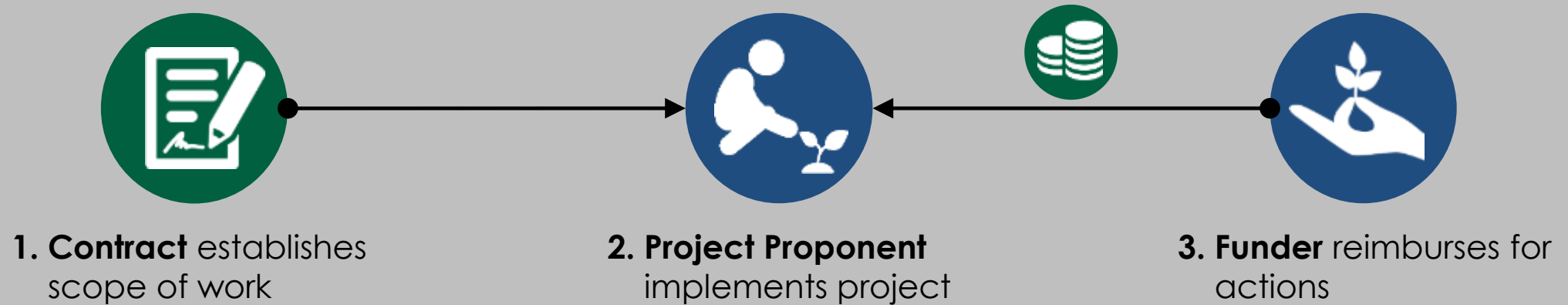


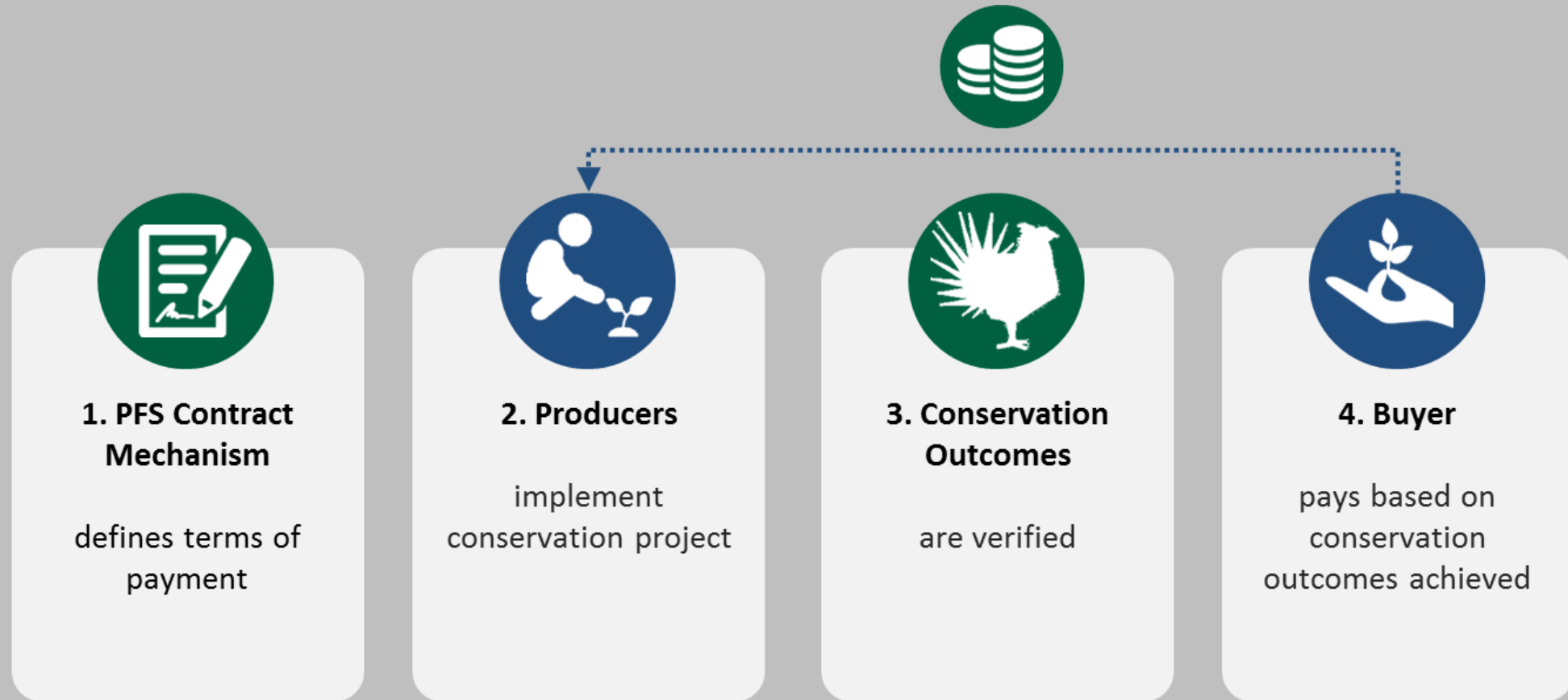
**Pay-for-Success Strategies for Government
and Philanthropic Funders to Buy
Ecosystem Outcomes and Overcome
Demand Uncertainties in New Markets**

ACES 2016

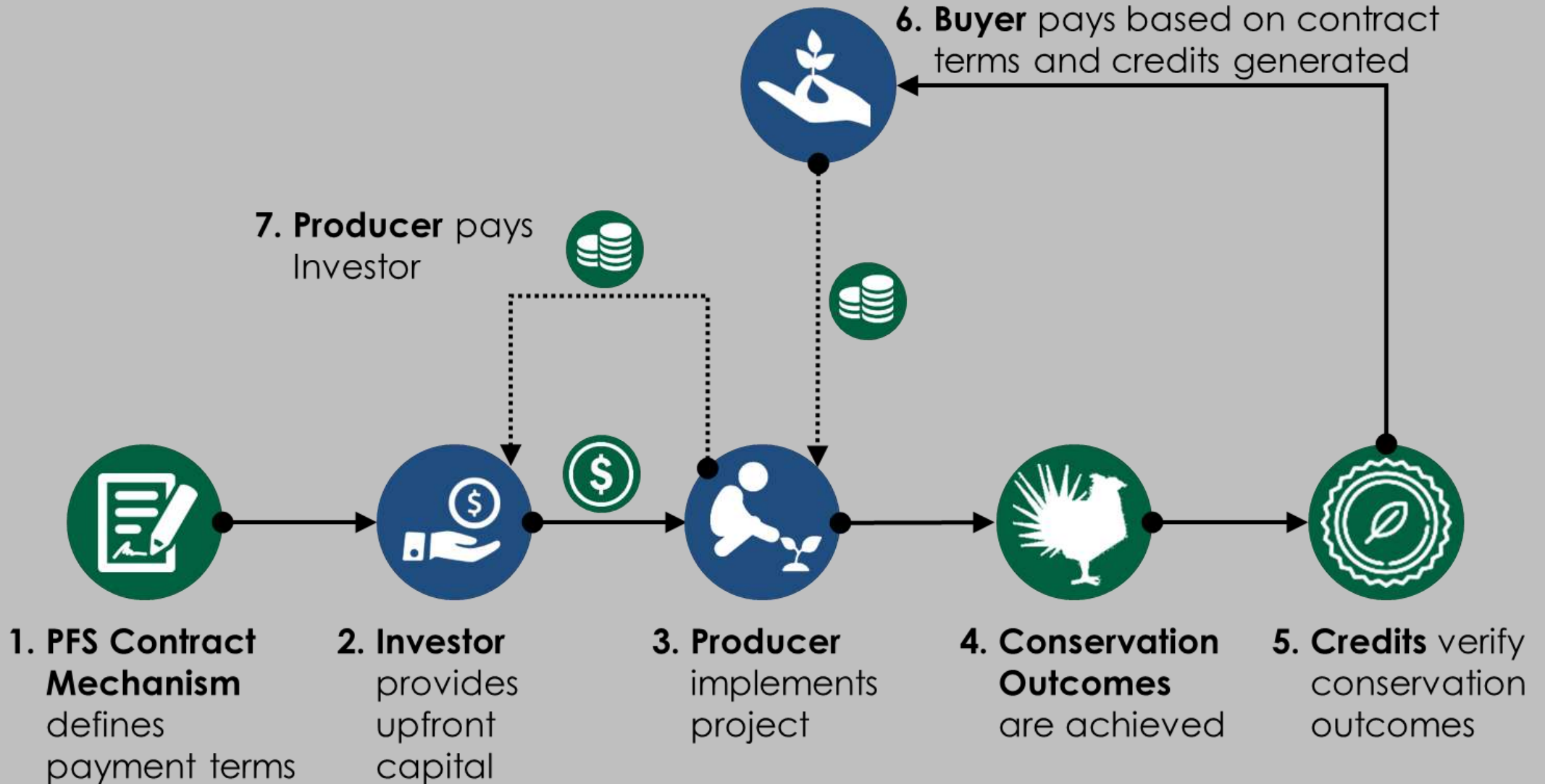
Traditional Grant Funding



Pay for Success Contracting



Full Delivery Contracting with Upfront Capital Investor





Eoin Doherty

Wildlife & Land Practice Lead, Senior Associate

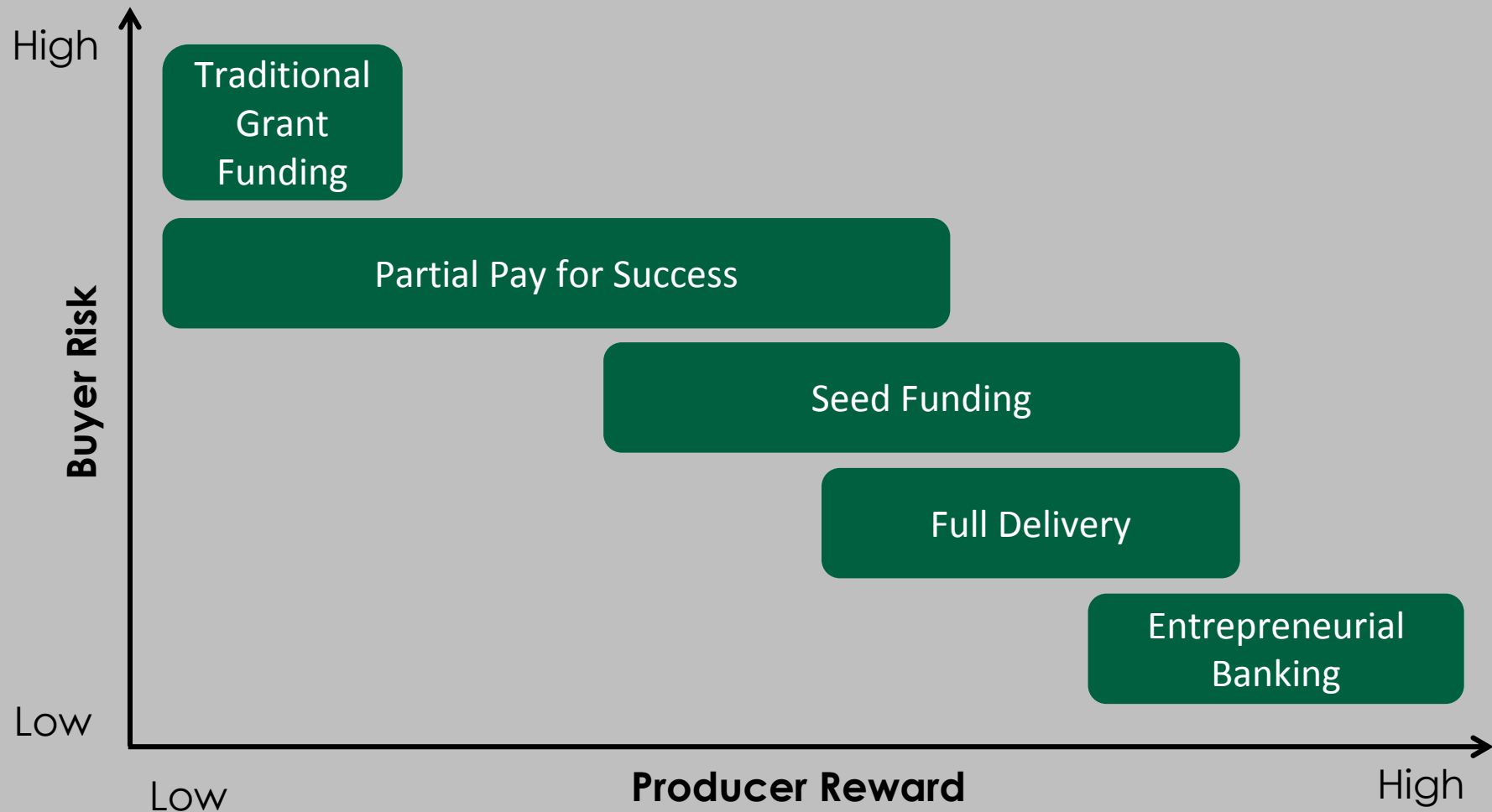
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TECHNICAL BRIEF

PAY FOR SUCCESS CONTRACT MECHANISMS



Risk-Reward Spectrum of Pay for Success Strategies



Contextual Factors to Select Appropriate Pay for Success Strategy

- Total Expected Demand Over Time
- Predictability of Demand
- Producer Access to Capital
- Project Risk of Producing Outcomes
- Acceptable Rate of Return
- Quality of Quantified Unit of Conservation Outcomes

THANK YOU!

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