

# Maryland Opportunity Compact

## Development Process

### Phase One: Identify Opportunity

- Identify an ameliorable bad outcome for children and families with a significant cost to the public sector
- Identify an effective intervention with documented effectiveness in ameliorating the bad outcome
- Take a first crack at the math: Do possible savings exceed (or at minimum equal) implementation costs? If they do proceed to...
- Identify and enlist required partners
- Conduct initial discussions with potential “prime the pump” funders from the private and philanthropic community
- Ascertain availability and accessibility of public agency data required to make the savings case
- Weigh progress against other Compact Criteria and ‘Must Haves’ to determine whether or not to proceed

### Phase Two: Develop Agreement and Intervention Plan

- Establish a project team (Policy Team), to include (among others) the relevant public agency or agencies incurring the cost of the bad outcome, Governor’s Office for Children, Department of Budget and Management, the Annie E. Casey Foundation and interested private/ philanthropic community partners
- Define the target population with greater specificity (exact number and characteristics of population to be reached)
- Analyze and agree with public sector partners on trend data establishing a baseline for current bad outcomes and public expenditures to be avoided (or reduced)
- Finalize intervention with detail on costs, numbers to be served, resources and operational agreements necessary, and implementation and assessment plan
- Secure the commitment of private “prime the pump” funding.
- Negotiate an MOU between relevant public entities and the locality.
- Draft and finalize the MOU document.
- Secure necessary signatures (and celebrate success thus far!)

### Phase Three: Begin Implementation

- Formalize Policy Team as oversight/ trouble shooting body; add members as necessary
- Select a managing entity, which hires needed oversight staff.
- Select implementation partner for the intervention (through contracting process or other arrangement)
- Establish operational policies and procedures; finalize and sign operating agreements and/or contracts with partners
- Design and build a data collection system to for assessment and savings verification
- Secure the private “prime the pump” funding
- Begin services
- Use Policy Team to overcome barriers and problems as they are identified

### Phase Four: Assessment and Savings Verification

- Review relevant data with DBM and other partners to assess savings
- Evaluate the fidelity of implementation of the best practice to the model and assess client well being (to make necessary corrections)
- Examine the Compact in terms of adherence to the Compact Development Process and identify new lessons learned.
- Phase Five: Draw Down Savings; ReinvestSecure savings necessary to sustain intervention. Should savings exceed those necessary to sustain intervention use local share to expand the intervention (developing further agreements for additional shared savings as necessary) and/or support other effective opportunities and supports for children and families in the jurisdiction.
- Using lessons learned, make needed corrections in operational policies, procedures and contracts.

**When you have opportunity, life turns out better.**