

## Series Intro

This is the Invest in Results podcast. Mission-driven organizations dedicate their time, talent, and resources to improving lives and communities. Yet they are hindered by a system that too often measures process instead of progress and pays for outputs instead of outcomes. By sharing knowledge, investing in projects, and building networks, we can invest in results.

## Story

Welcome to the Invest in Results podcast. I'm Chris Lisee, part of the Knowledge & Communications team at Nonprofit Finance Fund. This podcast series grew out of a multi-year partnership between NFF and the Federal Reserve Bank of San Francisco exploring outcomes and outcomes-based funding in the social sector.

What would happen if a homeless shelter were given funding, not for the number of people who slept in the shelter every night (which is an output), but instead for the number of people they helped secure and keep permanent housing so they were no longer unhoused (which is an outcome)?

Thinking about outcomes shifts our mentality from funding based on short-term metrics to funding based on long-term, meaningful results. The Invest in Results initiative explored the benefits and challenges of this funding structure. It yielded a book and a series of events around the country where nonprofits, philanthropy, academia, and government converged to discuss these issues. This podcast series will highlight key sessions from those events.

We'll hear from social sector leaders on topics like measuring outcomes, funding with unrestricted operating support, and building trust into nonprofit-funder relationships.

We've learned a lot on this journey. And we've come to recognize our blind spots around inequities in outcomes-based funding. How can we direct money and decision rights into those communities – largely communities of color – that have been systematically disconnected from wealth for centuries? We'll wrap up this series with a conversation about what we've learned and how we're changing – taking a closer look at who is leading, how we define success, and what outcomes we value.

## Outro

Thank you for listening to the Invest in Results podcast. Visit [InvestInResults.org](https://InvestInResults.org) to learn more about this campaign and to download a free copy of the book that fueled this project, "What Matters: Investing in Results to Build Strong, Vibrant Communities." You can find Nonprofit Finance Fund at [nff.org](https://nff.org), tweet us [@nff\\_news](https://twitter.com/nff_news), or follow our work on [LinkedIn](https://www.linkedin.com/company/nonprofit-finance-fund).



We'd love for you to join the conversation on social media by using the hashtag #InvestInResults. We'd like to thank the [Federal Reserve Bank of San Francisco](#) for their dedication and collaboration. Thank you for listening!