

Rayanne Hawkins, MBA



Rayanne Hawkins is a senior manager with more than 10 years of non-profit management, new business development, and pre-award and post-award grant administration experience. Her master's of business administration degree focuses on the study of alternative funding for social impact, including financing public infrastructure projects and social programs. During her studies, she developed a business plan for a workforce development social enterprise in Southeast, DC, and assisted the government of Peru's national investment agency, ProInversión, with a public-private partnership marketing plan. In the Research to Action Lab (the Lab) of the Urban Institute, she examines the intersection of pay for success—known internationally as social impact bonds—with procurement, criminal justice, and administrative data. In the Lab, she manages the Ask an Expert web tool, the first ever online support center for pay for success. Her work also involves providing training and technical assistance to pay for success sites across a variety of topics such as education, housing, and health. Rayanne received her masters of business administration from Georgetown University and her bachelor's of arts from The College of Wooster.