



One of the most difficult problems in any organization is how to balance short-term interests and long-term goals.

Both are necessary for sustainable success in provisioning goods and services, but in traditional finance (TradFi) as well as decentralized finance (DeFi)¹ capital markets there is a growing trend towards focusing on the short-term. In TradFi, figureheads such as Warren Buffet and Jamie Dimon recognize this problem and are publicly advocating for the elimination of the focus on quarterly earnings reports. In DeFi, <u>liquidity mining</u> has attracted significant mercenary capital that rapidly moves wherever the highest yields are paid in the short-term.



The future will not be reported quarterly?! Fredrik Haga (Dune Analytics) on how blockchain data is open, free and real-time.

One great quality of blockchains is that they democratize access to data. Anyone can view and verify metrics like earnings, transactions, risk and solvency in real-time. Community analysts can build upon each other's work in open-source collaborations.

However, if quarterly reporting has led traditional firms (and their <u>activist investors</u>) to excessive short-term orientation, and leaders have advocated decreasing reporting frequency, where will real-time accounting lead us?

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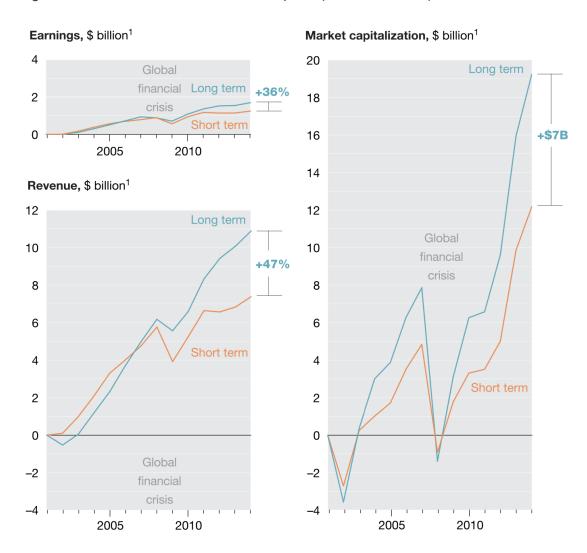
¹ Peer-to-peer finance - predominantly on blockchains



Having a clearer picture on our circumstances should enable us to make better decisions on resource allocation. On what time-frame though?

Focusing on the long-term matters

When looking at for-profit sector data, we see significantly better business metrics in long-term focused firms than their counterparts (see chart below).



Performance benchmark of long-term oriented firms vs. others - source: McKinsey global institute analysis of McKinsey/S&P Capital IQ data - 615 large and mid-cap US publicly listed companies from 2001 to 2015 - based on patterns of investment, growth, earnings quality, and earnings management (to separate long-term firms from others and to compare their relative performance, after controlling for industry characteristics and company size); ¹ indexed to 2001; Market capitalization of long-term firms grew on average by \$7B more



Beyond financial metrics, it is worth noting that long-term firms in the study added nearly 12,000 more jobs on average than other firms from 2001 to 2015, thus contributing more to the ecosystems they operate in through financing the livelihoods of people.

As innovation is one of the strongest drivers of sustainable success, one likely explanation for the outperformance of long-term companies is their significantly higher growth in R&D spending (8.5% vs. 3.7% p.a.).

Management researcher Jim Collins also shows in "Built to Last" that long-term oriented companies have outperformed their peers in terms of stock performance. He mainly argues that such visionary companies have cult-like cultures and preserve their core that goes beyond making profits (mission/ideology/values), while at the same time stimulating progress and innovation.

Short-termism on the flipside is undermining the ability of companies to invest in R&D and to treat all stakeholders well, which ultimately often hampers long-term value creation.

Former McKinsey boss Dominic Barton and Mark Wiseman (CEO of the Canada Pension Plan Investment Board) make the case that mainly pressure from financial markets led to a detrimental focus on short-term performance. They note that avoiding such pressure is one reason why private equity firms buy publicly traded companies to take them private. The result is that investing in private equity rather than comparable public companies yields long-term annual returns that are 1.5%-2% higher. Reversing this detrimental trend in public markets, they <u>argue</u>, depends on the leadership of major asset owners and their active involvement in governance.

If history in the context of traditional companies has shown that optimizing for the long-run creates more wealth, it is likely that the same holds true for cryptonetworks. One could argue that long-term alignment in cryptonetworks is even more important given that they are meant to outlast their initial founding teams and communities (even though that is also true for "visionary" companies as Jim Collins defines them).

How do we design incentives for optimizing long-term performance in cryptonetworks?

Cryptonetworks often issue liquid tokens at inception that allow stakeholders to easily on-board and participate in governance. Traditional tech companies on the other hand remain private for longer. These traditional companies deliberately exclude the broad population from taking part at early stages of their lifecycle.



What if the pressures of a liquid market for governance tokens in cryptonetworks are detrimental to long-term success, such as what has been observed with traditional companies? If so, can we leverage programmable illiquidity (lock-ups) to strategically align long-term incentives?

To analyse this question we need to first examine the typical stakeholder-relationships and control structures in a cryptonetwork.

Spectrum of stakeholder-relationships in cryptonetworks/DAOs

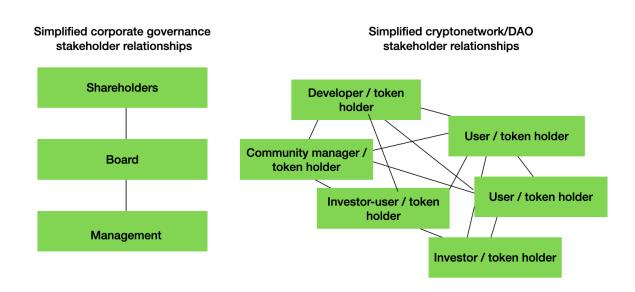
In principle, any organizational structure can be implemented on a blockchain so there is a broad spectrum of what is considered a decentralized (autonomous) organization (DO/DAO, see our prev. post and paper).

In the idealized form of a cryptonetwork or DAO, stakeholder relationships are more akin to peer-to-peer (p2p) networks or a cooperative, i.e. without any particular person, group or entity in control. (see the right side of the chart below).

Usually, however, there is a founding team that acts as a de-facto executive body driving development. Though, in many cases founding teams will need to access further funding from a project's treasury by token-holder vote, at which point they might need to compete with alternative teams for resources.

On the other end of the spectrum is the archetypical traditional corporation in which shareholders elect a board which then appoints management to execute the company's strategy.





Simplified stakeholder relationships cryptonetworks / DAOs (with on-chain governance) vs. corporate governance

Ideally, there is a wide distribution of ownership which is one angle of decentralization (often of native governance tokens). Initially, a core group of founders/developers will gather an early community and, over time, more and more stakeholders join to contribute towards the vision of the project. Token issuance should both incentivize early adopters (users/contributors) as well as distribute ownership and decision making power. As a network grows and gets more diverse, so should token ownership.

In cryptonetworks and DAOs, ownership and decision making authority is often distributed more widely and roles overlap to a larger extent than in a corporate governance setting. However, unclear separation of roles can in practice lead to conflict and inefficient use of time/resources.

As a result, when analyzing incentive and governance structures, one needs to account for the fact that community members and token-holders are both governors (principals) as well as the governed (agents). Increasingly we see representation happening and advisable (token-holders often delegate their votes to protocol politicians in a flexible fashion), which again introduces the classic principal-agent dynamics.

Going forward, organization designs in the crypto space might move more towards appointing executives in dedicated areas for a set time-frame, which would resemble more



classic corporate governance structures (with plenty of room for hybrid as well as newly imagined forms).

Still one can separate codified decision-making authority and control over reward functions - the principals - on the one hand and the reward functions that govern the actions of agents on the other hand for analysis. The former are represented for example by native governance tokens that define network ownership, while the latter are for example token incentives for contributors or the distribution of earnings for analysis.

On the one hand, there is the control side - governance in a narrower sense or "governance of the (incentive) infrastructure" and on the other hand there is governance of agent behavior through incentive design "governance by the (incentive) infrastructure.

Control through cryptonetwork ownership

Tokenized on-chain governance means holders have voting rights. In order to steer a project's or company's governance towards optimizing for long-term success, tokens (ergo, voting power) must be distributed towards long-term oriented stakeholders.

It is those who have the strongest attachment to a given system (or <u>skin in the game</u>), which are most inclined to responsibly govern it.

Stakeholder lock-in is a measure of interest alignment and legitimacy of governance rights (see our <u>prev. paper</u>)

A great opportunity with programmable tokens is to design custom vesting structures that model each stakeholders' time horizon of remaining with the protocol.

We have previously argued that all stakeholders should be represented in governance, which is a difficult, though worthwhile endeavor. One could focus on a broad and balanced distribution of transferable tokens that entitle to vote amongst stakeholders, or utilize systems that also distribute voting power to holders of non-transferable reputation scores based on some valuable input to an organization (such as labor). Further, non-codified (real-world) reputation can be a strong measure of skin in the game.

"Community is about ownership — feeling not just that I am part of something bigger than myself, but that I have some skin in the game. It doesn't matter so much whether that stake is economic or not — in fact, I think non-economic stake (e.g. reputation) can be a much bigger motivator." Lane Rettig, former Ethereum core dev, currently part of Spacemesh.



Also, there are many projects where off-chain or informal governance prevails and has significant influence over a system.

This paper focuses on on-chain governance mechanisms through transferable tokens that represent financial value on secondary markets (financial capital backing a project). In the case of cryptonetworks it is ideally ever more widely distributed as a project evolves - see progressive decentralization).

The mechanisms discussed are however only single pieces in the toolkit among many, which can and will be iterated on (as well as applied in combination). After all, the best mechanisms cannot trump a strong community with cult-like <u>culture</u>.

Smart contracts allow for measuring and representing long-term commitments

One can define increases in voting power based on certain measurable commitments in a granularly programmable and easily verifiable fashion (e.g. a lock-up for a certain period of time).

- Committed long-term capital could have more voting power in order to optimize for long-term goals
- Profits could be distributed in a higher proportion towards committed long-term capital

Looking towards traditional corporate governance, <u>tenure voting</u> is often <u>suggested</u> in order to align long-term interests. To a large extent, rigid requirements of traditional large exchanges and regulators concerned about discriminating any class of shareholders over another in the US dominated financial system prevented large-scale adoption (see also <u>a16z</u> on that topic).

As opposed to traditional tenure voting, which is mainly backwards looking in terms of the time a given instrument (such as equity) has been held, crypto protocols specifically utilize forward looking mechanisms. This is a superior fit for optimizing long-term decision-making which by definition is about the future.

Incentivizing long-term commitment and decision making

On one hand, distributing control over an organization based on the strength of one's locked capital should (1) attract long-run stakeholders and (2) automatically weight votes based on the strength of long-term alignment.



On the other hand, the question arises why someone would enter into such a lock-in in the first place, given the opportunity cost associated with giving up their liquidity? Is an increase in voting power reason enough? How should rewards, if any, be structured for stakeholders?

One interesting approach is to grant additional advantages in the form of boosted token rewards (a multiplier of rewards that are paid to contributors) and to distribute residual profits based on the length of the lock-up. Intuitively this makes sense: Long-term committed capital is more valuable (and on the other side of the coin more costly) than short-term committed capital. In debt markets, there are usually higher yields being paid for longer duration bonds than shorter duration.

Token holders as both principal and agent

As argued previously, stakeholder relationships and roles in DAOs overlap to a larger extent than in traditional firms. One lens through which to view a DAO is as a worker-owned cooperative (see our prev. governance <u>paper</u> or <u>leadership in cryptonetworks</u>). Many DAOs operate to a large extent through directly voting on proposals. Token-holders both have the authority of decision-making over the direction of the whole organization (principal), while finding themselves in more executive roles as developers or other contributors (agents). Monitoring functions are performed to a larger degree in a peer-to-peer manner, enabled through a high degree of transparency based on the shared ledger and other commons such as forums and openly accessible community chats (Discord).

In the context of traditional companies, it has been <u>found</u> that long-term executive incentives indeed have led to improved long-term performance (including improved innovation and social responsibility).

Viewing token-holders in their role as directly democratic executive decision-makers, one could argue that they need to be compensated with long-term incentives. One such incentive design can be allocating profits based on the length of a capital lock-up. As a result, even if there is compensation flowing to them at present, a certain level of skin in the game is enforced through the mechanism.

Arguably, the structures of DAOs will still evolve and become even more multifaceted than today with increasing representation and to some degree specialized executives (be it protocol politicians with delegated votes or novel structures that allow executive power at the edges of an organization).

Thus, there is room for various specialized forms of incentive designs for individual functions within an organization. To highlight one interesting mechanism, <u>KPI options</u> can be



leveraged to allocate rewards based on reaching certain performance metrics - be it as a collective or targeted at individual roles.

This paper further focuses on time-commitment based governance and incentive models, outlining the models of the Curve and Sovryn communities.

Curve

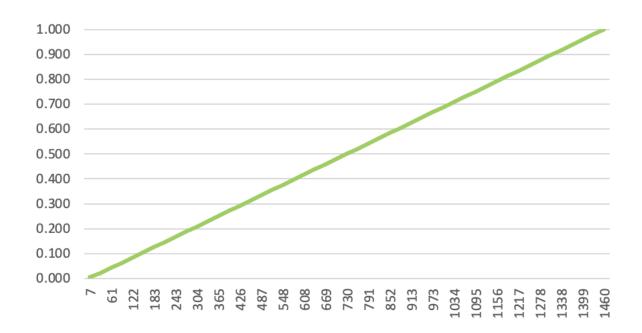
Curve is a fully autonomous market-maker (AMM) for stablecoins with very minimal price slippage, as well as an efficient "fiat savings account" for liquidity providers (LPs) on the other side.

The basic proposition is to allow traders to exchange closely correlated assets like stablecoins such as DAI, USDT or USDC (or e.g. different BTC representations on Ethereum) against each other. LPs deposit these types of holdings into the AMM pools in order to earn trading fees.

Scaling voting power based on time-commitment

Curve has pioneered the concept of time-commitment based governance in DeFi. Participating in <u>Curve DAO</u> governance requires vote-escrowed CRV (veCRV), a non-standard ERC20 implementation, used within the Aragon based DAO to determine each account's voting power. An important aspect is that the account which locks the tokens cannot be a smart contract in order to avoid making it tradable, unless it is one of the whitelisted smart contracts (such as widely used multi-sig wallets or yearn as described in case studies).





Curve voting weight & reward boost (y) based on time-commitment remaining in days (x)

One CRV locked for four years provides an initial balance of one veCRV that decays linearly as the remaining time until the CRV unlock decreases.

Fee revenue distribution based on time-commitment

Not only voting power, but also protocol fee revenues are distributed according to the veCRV balance of a stakeholder, creating an additional incentive for committing for the long-term.

Token distribution with a boost

New token issuance is directed to LPs of the protocol, weighted via "<u>Liquidity Gauge</u>" contracts. The issuance rates for each specific users depend on:

- current <u>issuance rate</u> (dropping by 2 ½ every year)
- a boost of a factor up to 2.5x if a user time-locks CRV tokens for veCRV
- gauge weights for specific liquidity pools which are voted on by governance

The boost of up to 2.5x of one user reduces the reward of other users slightly, as all users share a reward pool per time-period, which basically creates a race for committing more to



the protocol. Each gauge for liquidity pools has a maximum level of rewards implicit in the calculation, beyond which it cannot be boosted further (see docs for details).

Creating stickiness for LPs

Capital committed by LPs is a crucial metric for DeFi protocols and AMMs specifically, as higher levels of liquidity beget lower slippage trading, which drives more trading volume and in turn attracts more LPs due to increasing fee revenues. A classic flywheel effect.

As a result, it is very valuable for a protocol to attract and retain liquidity over time. While there is no direct mechanism to lock in LPs in Curve, the time-lock mechanism of CRV governance tokens that boosts LP rewards up to 2.5x achieves stickiness indirectly and arguably more effectively by nudging LPs to invest in the long-term success of the protocol.

Once an LP has staked CRV (earned just by providing liquidity in the first place) for some period, they will want to continue utilizing the advantages of increased rewards that the mechanism offers.

Further, the voting power, as well as the potential fee revenues that scale with the length of the lock-up, should lead LPs to consider engaging in protocol governance, which can mean that more well-informed viewpoints serve as an input for decision making. Slowly a passive stakeholder can develop into a more engaged one as they familiarize themselves with the protocol and the community. As the LP becomes more familiar with the protocol and community, there are new partnerships that may be forged by the LP recommending the protocol to peers.

Token Issuance Allocation

One crucial parameter the veCRV holders vote on is the distribution of token issuance towards specific liquidity pools. Curve's gauge system showcases an interesting aspect of how cryptonetworks need to allocate resources long-term oriented while remaining flexible in regard to changing market dynamics.

As new pools are introduced or as competitors enter into the market, it makes sense to invest in their growth by issuing increased rewards for bootstrapping liquidity until critical mass is reached. The time-frame for such strategic moves naturally goes beyond the short time horizon of many participants in the DeFi ecosystem.

A point of criticism of the model has been that interest groups were locking CRV in order to boost rewards for protocols they were affiliated with or users of (e.g. in the early days YFI pools were receiving most of the rewards, which then switched to Compound lending based pools). While to some degree legitimate, as governance is always about balancing



stakeholder interests, in this case not first and foremost the long-term interests of the Curve community and protocol were taken into account. Scaling voting based on time-lock has made the situation less severe as only participants that are willing to remain committed to the protocol were able to significantly influence the distribution. On the flipside, what starts out as opportunistic behavior can shift to deep integration and long-term collaboration thanks to this unique mechanism.

Long-term partnerships: The case of Curve and YFI

Since its early days, Curve had a symbiotic relationship with yield aggregator protocol yearn.finance/YFI. There were special liquidity pools that simultaneously were able to lend them out for the best rate on the DeFi lending markets through the initial yearn product and offer them for trading in Curve. When yearn launched its token, LPs could deposit their tokenized ownership stake (yCRV) in order to receive the YFI governance token.

Then yearn launched their vaults that automated the process of compounding CRV rewards from stablecoin LP positions, which could to some extent be described as a parasitic practice (as rewards are continuously market-sold, living off curve's yield, optimizing for the short-term). A step towards more long-term collaboration and participation in its governance was set when the retroactive CRV distribution that was allocated to yearn smart contracts for its users was voted to be staked for the maximum duration by YFI holders (yearn's smart contract had to be whitelisted through a Curve proposal for this). A major reason was however also to boost YFI vault's rewards and create a moat around optimizing yield strategies involving Curve.

Later, yearn launched a new vault, which allows CRV holders to lock up their tokens indefinitely against receiving the tokenized representation of the vault yveCRV, which effectively makes the stake liquid. In addition to the normal CRV fee rewards, yearn incentivizes yveCRV holders with additional rewards (as the locked veCRV allows the yearn Vaults of all users to be boosted). Users of yveCRV effectively delegate their governance power to a YFI multisig, which by now, already represents 7% of total veCRV. As a result, the YFI community is increasingly locked into Curve's governance and wields significant influence over the DAO. So far the relationship between them has been very fruitful, but time will tell if there is a dependency building up.

Further yield & governance aggregators entering the arena

Over the months more yield and governance aggregators entered the market.

<u>Harvest.finance</u> allows to automate compounding of CRV rewards for LPs, does not offer any CRV boosting through a product that accumulates veCRV (staked CRV).



<u>Stakedao</u> <u>proposed</u> to be whitelisted for staking CRV and successfully passed a governance vote.

More recently, <u>convex.finance</u> smart contracts were whitelisted by governance <u>vote</u>:

This proposal is to whitelist Convex Finance in Curve's "SmartWalletWhitelist" contract allowing Convex Finance to participate in Curve governance, lock CRV, and provide boosted rewards to Curve LPs without auto-selling.

- Convex Finance provides a boost to Curve LPs without auto selling rewards while taking a small performance fee on only CRV itself.
- Convex Finance provides more rewards to CRV stakers by passing performance fees to CRV stakers along with their normal 3CRV rewards (Curve protocol trading fees) untouched.
- Convex Finance hopes to simplify the Curve boosting system and provide more incentives to locking CRV.

convex.finance whitelist proposal abstract in curve's governance $\underline{\text{forum}}$

	Curve Liquidity	Providers			
	Curve	Yearn	Stakedao	Harvest	Convex
Management Fees	0%	2%*	0%	0%	0%
Performance Fees	0%	20%*	35%**	30%***	15%****
Free CRV Boosting	No	Yes	Yes	No	Yes
Compounding	No	Yes	Yes	Yes	No
Liquidity Mining	No	No	Yes	Yes	Yes
Can claim CRV	Yes	No	No	No	Yes
Staking Withdrawal Fees	No	No	0.50%	No	No

* 10% locked, 10% to Yearn treasury

** 20% locked, 15% to xSDT holders

*** 30% to FARM stakers

**** 10% to cvxCRV stakers, 4.5% to CVX holders

CRV Locked in Perpetuity
Trading Fees
Tradeable
CRV Rewards
Liquidity Mining
Access to airdrops

CRV Staking

	Curve veCRV	Yearn yveCRV	sdeCRV	Harvest	Convex cvxCRV
,	No	Yes	Yes	N/A	Yes
	Yes	Yes	Yes	N/A	Yes
	No	Yes	Yes	N/A	Yes
	No	No	No	N/A	Yes
	No	No	Yes	N/A	Yes
ĺ	Yes	?	Shared	N/A	Yes

Curve governance forum post by goodgirlgonecrypto

The overview from the Curve governance forum shows the main differences between the yield and governance aggregators (vis-a-vis plain curve staking). Management as well as performance fees are charged (in CRV), which go to different stakeholders or are locked in



the governance contract against veCRV in order to accumulate the ability to boost LP rewards (free CRV boosting - yearn, stakedao & convex).

LPs earn boosted CRV rewards without having to stake CRV themselves, while convex differentiates itself by not auto-compounding them. As a result, the aggregator should be viewed in a more positive light especially by more long-term oriented stakeholders as there is less selling pressure on the CRV token while nudging to hold on to the CRV earned (through additional incentives).

CRV holders can stake them in the platform in order to earn a share of the boosted LP rewards from the LPs that stake with convex in CRV, convex.finance governance tokens (CVX liquidity mining) and Curve protocol trading fees - 1 veCRV / CRV continuously as this CRV is locked forever. The position is tokenized through cvxCRV, which can be deposited in a convex.finance reward contract in order to receive platform fees in cvxCRV (can be withdrawn at any time).

Beyond the arguably positive impact on the value of CRV, veCRV holders were likely inclined to whitelist the contract as they received an instantly claimable airdrop of 1% of the total CVX token supply and those that voted yes to whitelist Convex receive another 1%.

Going forward also access to airdrops to veCRV holders will be a determining factor, which aggregator can accumulate more voting power. Besides CVX, there has e.g. been a fork of Curve on Binance Smart Chain - ellipsis.finance - that was supported by veCRV holders (who receive vested airdrops of the EPS token). While it is still unclear how yearn will handle such airdrops, Stakedao shares them between different stakeholder groups and Convex distributes them to cvxCRV holders.

Governance power is effectively delegated to the convex community as a whole by holders of cvxCRV (similarly to yearn). Convex' participation in curve governance will at first be done via multi-sig, with the intent to later shift power to CVX governance tokens.

Convex.finance, while still early, demonstrates a fascinating example of how a governance aggregator can differentiate itself from others that tend to optimize for short-term returns (by auto-selling rewards) through accumulating them and nudging users to deposit them for governance participation. Effectively, this is a yield and governance aggregator DAO, specifically for stakeholders that want to earn CRV in order to deposit for long-term ecosystem growth, rather than early divestment.

This example shows how communities leveraging time-commitment based governance need to carefully consider which smart contracts and their implicit incentive mechanisms to whitelist under which circumstances in order to fully achieve the beneficial effects of



long-term alignment, while still enabling integrations and partnerships in the best possible ways.

You can find more information on Curve governance in their <u>resources</u>.

Sovryn

Sovryn's Bitcoin-native protocol advances financial sovereignty in a way that aligns with Satoshi Nakamoto's vision of a trustless, censorship-resistant, and peer-to-peer system of money. The end result is a self-sustaining platform for trading, leveraging, and lending that runs on a Bitcoin sidechain, with incentives for long-term growth hard-coded in.

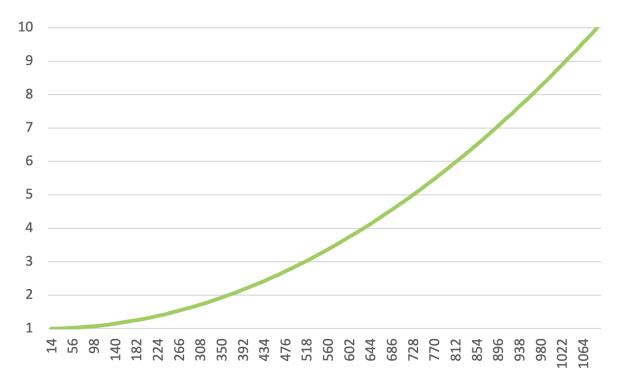
Scaling voting power based on time-commitment

The native SOV token can be staked for up to three years, which makes it illiquid for that time. Voting rights in Sovryn's "Bitocracy" governance are distributed according to a quadratic equation that scales voting power based on the time remaining until tokens unlock (see graph below).

Fee distributions based on time-commitment

In order to incentivize long-term commitment to the protocol, fee distributions are paid out to stakers in direct proportion to their time-weighted staked SOV.





Sovryn SOV governance power & reward boost (multiplier for tokens staked in y; horizontal) - lock-up remaining in days x; vertical)

Stakers can also <u>delegate</u> their voting power to dedicated representatives, in order to enable more focused decision-making. Token-holders can however at any time re-delegate or vote on decisions on their own, thus retaining ultimate control.

Sovryn's Bitocracy will have full governance control in matters such as improving or expanding the protocol, modifying a smart contract, issuing a grant, or initiating a bounty. In the spirit of progressive decentralization, there is <u>currently</u> a multisig ("Exchequer") that retains "ownership" i.e. upgrade authority over most smart contracts in the protocol. See "System contracts, parameters, and their owners".

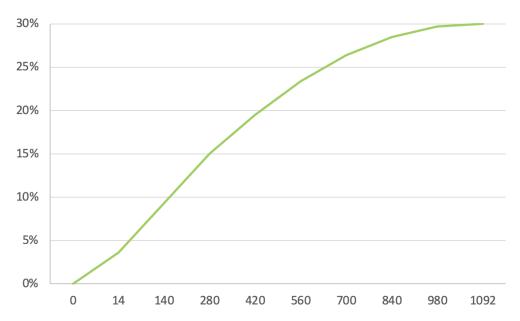
Changes are voted on by the community in a series of steps:

- Participants make a proposal in code.
- A vote on the proposal is conducted by staked tokens.
- If the proposal is accepted by a majority of voting weight, then an execution delay of 2-3 days begins. If anyone disagrees strongly with the proposal, then they have this time to walk away before the proposal is executed.

If a stakeholder indeed strongly disagrees with the direction the protocol is taking, she has the option to unilaterally exit. As tokens have been previously staked in order to signal a



long-term commitment to the protocol against increased rewards, there is an exit fee charged that scales depending on the time remaining in the time-lock (up to 30% - see chart below). This incentivizes users who stake to maintain their commitment to the protocol, while lowering the barriers to stake in the first place as exit is not completely impossible. Exit penalties are charged on the staked balance and redistributed to all other staked SOV holders.



Sovryn SOV early withdrawal penalty in % of principal staked (xl) - lock-up remaining in weeks (y; vertical)

As a result, Sovryn implicitly creates a dynamic cost of capital in relation to time-commitment both in terms of rewards distribution and early withdrawal fees in a simple but elegant fashion.

Find more on Sovryn governance in their wiki.



Challenges

Hedging exposure can create misaligned incentives

If stakers of a governance token that receive a boost in both voting power and rewards can hedge their exposure through some mechanism, they could achieve increased influence over a protocol, while not being economically aligned to the full extent of their tokens locked.

Two mechanisms that achieve this are smart-contracts that allow tokens to be made liquid through tokenization (allowing holders to sell their tokenized position), as well as external lending and derivatives markets.

The challenges mainly arise in a pseudonymous setting, as is often desired in cryptoeconomic systems and communities in order to promote privacy and resilience. An identity solution that reliably ties a given on-chain address to a specific user would align that person with the organization quite well. Hedging one's exposure can and is in many cases constrained through traditional natural language contracts, however where not possible or desirable, alternative remedies have to be found.

Staking with smart contracts can create liquidity and vote delegation

As exemplified by the yearn yveCRV vaults and alternatives, smart contracts that time-lock tokens can, in turn, make the position liquid by tokenizing it, while allowing different classes of stakeholders (CRV holders & LPs) to share in the rewards that otherwise would need to be earned by stakeholders having both CRV and LP positions. In the case of yearn, StakeDAO as well as convex.finance, voting power of individual users that use the mechanism is effectively delegated to the aggregator communities as a whole.

The effects of the delegation depend on the way governance decisions are taken in those particular communities. The relationships could well be symbiotic, allowing all communities to thrive to a greater extent than each of them individually. Alternatively, a community that amasses excessive governance power in another could exploit their power. This highlights the necessity of whitelisting smart contracts in order to control the ability of token holders to behave in undesired ways.

Potentially, certain smart contracts could be whitelisted with a limit on the total number of tokens to be locked, in order to define the maximum influence an external DAO can have on the governance of the project in question.

Lending & derivatives markets



External lending and derivatives markets allow holders of locked tokens to hedge their exposure by short-selling the token in question. As opposed to smart contracts that make a given position liquid through tokenization, voters can sell a greater amount than 100% of their value locked, which could potentially open the door for malicious governance attacks. In such a scenario, an actor would lock-up his tokens to gain governance power, while entering into a highly leveraged short position on an external market. If the actor has a governance stake significant enough to influence the outcome of particular proposals, he can maliciously try to decrease the value of the network in question and profit through the highly leveraged position in the opposite direction.

However, this is not a problem particular to time-commitment scaled voting. On the contrary, such mechanisms alleviate the attack surface due to the fact that, depending on parameters, a short position would need to be upheld for extended periods of time (potentially on the order of years). The longer the time-frame, the longer the expected cost as well as uncertainty of cost and price-movements of the token in question, which in turn makes exploits both less profitable as well as considerably more risky, which should serve as strong deterrents.

A particular subset of this attack utilizes flash-loans in order to exploit a voting mechanism. In such an attack, tokens are lent out, a governance vote is affected and the loan is paid back in the same block (see e.g. a case in MakerDAO). By scaling voting power based on the time-lock, flash-loans would be made maximally ineffective, as the tokens could not be locked for any time-period in order for them to be paid back within a single block.

Beyond malicious behavior, hedging can enable stakeholders to reap the benefits of increased voting power as well as rewards, while being less economically aligned with the success of the project. As a result, they might place less diligence in their governance actions than they would have otherwise. A factor alleviating this is the incentive to time-lock governance tokens in the first place. If staking rewards are high enough, the supply available on lending markets will be very limited, which makes shorting prohibitively expensive to offset exposure over long periods of time. If synthetic derivatives exist, their pricing will likely also be affected by similar dynamics, as longs will take into account the increased rewards they could earn through participating in the staking mechanism, which in turn makes shorts more expensive (in e.g. perpetual swap contracts).

Physically exchanging keys to exit positions & early exit fees

Even if time-locking of tokens is properly governed on-chain to avoid undesired work-arounds (e.g. through a well executed smart contract whitelisting policy), the private keys that control access to voting rights can be exchanged physically in pseudonymous



systems that do not require identification of users. As a result, a time-commitment can be transferred from one person to another without any strings attached.

This opens up the question of whether it is important to reward specific personas or ownership positions irrespective of their ultimate beneficial owner with increased voting power and rewards? How would the behavior of a given voter change based on the possibility to trade private keys in a pseudonymous system?

As exemplified in the case of Sovryn there is the possibility to withdraw time-committed tokens earlier by paying a penalty fee. It is likely that private keys to a given staked position would also trade at a discount, depending on the length of time they are still locked up for, as they lack the optionality of unlocked tokens. However, buyers of such positions might want to stake them anyways in order to enjoy the benefits, which would lead to a lower discount compared to the penalty fee. If the mechanism employed in a community explicitly employs a penalty fee that is re-distributed to loyal stakers, the social contract of such a community would likely deem such behavior as socially harmful and thus undesirable.

The behavior change of the voter in governance should depend on the expected discount at which she can dispose of the staked position in the short-to-medium term, similar to how a penalty fee would affect such behavior. If staked tokens can be disposed of relatively cheaply (close to their principal value), there is a relatively stronger incentive to boost voting power to drive short-term oriented outcomes, at the detriment of the long-term, to then exit positions before the long-term plays out. With an on-chain mechanism that explicitly defines penalty fees for early exit, the payoff structures of such behavior can be controlled to some extent, while re-distributing some of the gains of short-term activists to long-term stakeholders.

In order to avoid the work-around through exchanging private keys of staked positions, such behavior should be made as costly and infeasible as possible. Though, it should already be much more difficult and costly to find a willing counterparty for such a trade, as opposed to regular token markets (due to difficulties in execution, potential counterparty risk and much lower frequency of such trades).

A community could leverage social norms to explicitly deem exiting time-committed positions without complying to the penalty fees of the on-chain mechanism as undesirable and define steep slashing penalties for actors that are found to have engaged in such behavior (through majority governance vote). It remains to be seen, however, to what extent such behavior can be observed. At least though, the threat of slashing would make it much more difficult to find willing counterparties, as openly announcing the willingness to trade one's time-locked tokens could be deemed a slashing condition already, which thus makes it much more costly and infeasible to execute.



Concentration of token holdings through compounding

Heavily rewarding long-term committed token holders could allow the most dedicated ones to accumulate increasing amounts of the total supply, countering the ideals of decentralized ownership and control. Potential remedies include combining token-weighted voting with other measures of skin in the game such as reputation and allowing motivated contributors to earn themselves a meaningful stake. Another potential remedy is to leverage quadratic voting on the basis of identities so that several individuals with a given stake have a higher weight than a single individual as an equalizing force (though this is still a hard problem to solve in a decentralized fashion).

Ownership stake relative to net-worth as a better measure of skin in the game

The largest token-holder with a long lock-up might be less motivated to make a protocol successful if his stake represents a miniscule fraction of his net-worth compared to a token-holder whose stake is absolutely smaller but highly significant in a relative way to her. One could argue however that a large holder that is not sufficiently motivated to participate in governance himself would still delegate his governance power. Rewards could only be distributed to participants who at least delegate to actively voting members. A potential remedy to equalize token-holdings on a per individual basis is the above mentioned variant of quadratic voting. Proving one's net-worth to be accounted for in the mechanism would be challenging and easy to be gamed.

Attracting and maintaining good governors

Finally, the governance outcome of any mechanism heavily depends on the composition of participants. While long-term oriented mechanisms should attract long-term oriented community members, it is not a given that they have the necessary knowledge or skills to responsibly govern a given system.

In order to be sustainably successful, it is crucial for projects to attract as well as educate the community and team members that are fit for the specific purpose, as well as align them with the organization's core values. As described in the previously mentioned work by <u>Jim Collins</u> it is crucial to maintain a cult-like culture that preserves the core of an organization (mission/ideology), while at the same time stimulating progress through ambitious goals, experimentation and continuous improvement. Ideally, members organically grow within the organization/community into roles with increasing responsibility and governance power.



Conclusion

Projects that optimize for the long-term are considerably more successful in the long-run than those that do not. Thus, it is highly desirable to (1) implement governance mechanisms that serve that goal and (2) attract a community of stakeholders that aligns with such goals.

Time-commitment based distribution of governance power as well as rewards can be a powerful mechanism in that regard, due to the following effects:

- Rewarding long-term oriented over short-term oriented stakeholders should attract the former in the first place, while enticing them to time-commit
- Long-term alignment due to locked-in governance tokens should make stakeholders consider long-term value creation & accrual in the way they behave and vote
- Stakeholders that contribute specific types of resources such as liquidity providers
 (LPs) who have decided to lock-up tokens in order to enjoy increased rewards are
 inclined to make use of those benefits and thus incentivize them to become long-term
 providers of those resources, which allows for better planning for a given project
- Dynamic early exit fees can decrease the barrier to lock tokens in the first place and allow some level of short-term activism while partly re-distributing gains to loyal long-term stakeholders

While there are a number of challenges with such mechanisms - mainly centered around hedging economic alignment as well as applying work-arounds of the on-chain mechanisms - there are also potential remedies, which have been discussed.

Design decisions include (but are not limited to):

- Linear vs. progressive increase in governance power and rewards
- Types of rewards that are boosted through lock-up (e.g. protocol fee distributions, LP rewards)
- Minimum and maximum length of the lock-up
- Early exit fees
- Whitelisted smart contracts to participate in governance (and policy on how to whitelist)
- Social norms around slashing for actors that attempt work-arounds

As the projects discussed are still in their nascent stages and the mechanisms are supposed to lead to long-term success, it is too early to judge their effectiveness as of now on an empirical basis. It will be exciting to see further iterations of such approaches and their effectiveness in the wild over time.



If you are working on similar mechanisms, others that aim at the same goals, or have any feedback I would love to hear from you!

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