Invested in change.

Reported as of June 30, 2016

GreenLight Fund
Invested in change.

The GreenLight Fund transforms the lives of children, youth and families in high-poverty urban areas by creating local infrastructure and a consistent annual process to:

• Identify critical needs
• Import innovative, entrepreneurial programs that can have a significant, measurable impact and
• Galvanize local support to help programs reach and sustain impact in the new city
Our 5-Step Method

**Where we start**
In each GreenLight community, a local executive director convenes a GreenLight Selection Advisory Council – including for-profit and nonprofit leaders, philanthropists, and social policy experts. The Council acts as an expert partner and sounding board as we implement the five-step GreenLight Method.

**1) WE DISCOVER**
We assess the local landscape to discover opportunities for transformation: urgent issues that are currently not being addressed effectively and where innovative, results-oriented approaches would make a significant difference in the lives of low-income children and families.

**2) WE SCOUT**
We search the country for the most effective solutions: the nonprofits that are creating new ways to deliver services and outcomes, connect with their clients and sustain their work.

**3) WE SELECT**
We look at hundreds of nonprofits each year. Through rigorous due diligence we select the nonprofit that is the best fit for the community – that meets identified needs with innovation and impact that can be successfully replicated.

**4) WE INVEST**
We invest our funds, time and passion. Our community connections and strategic advice help organizations ramp up and start producing direct, meaningful change in the community. We continue this support so that each organization can thrive over time.

**5) WE MEASURE**
We measure the growth and effectiveness of our investments and share that information with investors, partners and the local community.
GreenLight knows that the most effective solutions to local problems may not be found close to home. So we search the country to find what’s cutting edge, what’s working and what fits the particular needs of our communities.
# Our Portfolio

## 2015-16 PORTFOLIO REPORT

### GreenLight Fund

<table>
<thead>
<tr>
<th>blueprint schools network</th>
<th>CEO Center for Employment Opportunities</th>
<th>College Advising Corps</th>
<th>Family Independence Initiative Boston</th>
</tr>
</thead>
<tbody>
<tr>
<td>FR1ENDS of the CHILDREN</td>
<td>genesys works Bay Area</td>
<td>NEW TEACHER CENTER</td>
<td>PEER HEALTH EXCHANGE</td>
</tr>
<tr>
<td>Generational Change, One Child at a Time</td>
<td>Boston</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Raising A Reader Massachusetts</td>
<td>Single Stop</td>
<td>springboard COLLABORATIVE</td>
<td>uaspire</td>
</tr>
<tr>
<td>PARENT-CHILD HOME PROGRAM</td>
<td>yearup</td>
<td>YV LifeSet.</td>
<td></td>
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</tbody>
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*as of June 30, 2016*
### Portfolio Growth

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Number of sites</td>
<td>1</td>
<td>3</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>Number of portfolio organizations</td>
<td>7</td>
<td>13</td>
<td>13</td>
<td>16</td>
</tr>
<tr>
<td>Staff currently working for portfolio organizations</td>
<td>52</td>
<td>79</td>
<td>85</td>
<td>99</td>
</tr>
<tr>
<td>Invested through GreenLight</td>
<td>$4,725,000</td>
<td>$11,946,918</td>
<td>$11,946,918</td>
<td>$13,746,918</td>
</tr>
<tr>
<td>Additional revenues raised</td>
<td>$23,657,415</td>
<td>$31,097,785</td>
<td>$39,126,069</td>
<td>$50,763,971</td>
</tr>
<tr>
<td>Number of low-income children, youth, and families reached (ANNUALLY)</td>
<td>31,555</td>
<td>36,571</td>
<td>53,671</td>
<td>60,230</td>
</tr>
</tbody>
</table>

*as of June 30, 2016*
**National by the Numbers**

**$13,746,918**
Invested through GreenLight Fund to Portfolio Organizations

**16**
Staff Members currently working for our Portfolio Organizations

**99**
Selection Advisory Council Members across sites

**33%**
Increase in individuals served from 2014 to 2015

**60,230**
Children and families served through GreenLight Fund Portfolio Organizations

**$50,763,971**
Additional non-GreenLight funds raised by Portfolio Organizations so far

**Friends of the Children**
**Raising A Reader**
**Peer Health Exchange**
**YVLifeSet**
**Family Independence Initiative**
**Single Stop USA (2 sites)**
**New Teacher Center**
**College Advising Corps**
**Blueprint Schools**
**Genesys Works**
**uAspire**
**Year Up**
**Center for Employment Opportunities**
**Springboard Collaborative**
**Parent-Child Home Program**

**GreenLight Sites:**
Boston, Cincinnati, Detroit, Philadelphia & San Francisco Bay Area

*as of June 30, 2016*
Friends of the Children – Boston  
(Launched 2005)
Friends of the Children creates generational change by engaging children from high risk-communities in 12 years of transformative mentoring relationships.

**NEED IDENTIFIED:** Rise of youth violence in Boston neighborhoods.

**KEY RESULT:** 99% of children progressed on time to the next grade and 85% met or made progress towards their social/emotional skill goals as defined in their individual Road Map for success.

**CHILDREN SERVED IN 2015:** 126

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Raising A Reader-MA  
(Launched 2006)
Raising A Reader is an evidence-based early literacy program that helps families of young children (newborn through age eight) develop, practice and maintain habits of reading together at home.

**NEED IDENTIFIED:** Reading readiness among low-income kindergarteners.

**KEY RESULT:** 70% of parents who attended three or more workshops shared books three or more times per week.

**CHILDREN SERVED IN 2015:** 11,815

---

Peer Health Exchange  
(Launched 2007)
Peer Health Exchange gives teenagers the knowledge and skills they need to make healthy decisions by training college students to teach a comprehensive health curriculum in public high schools that lack health education.

**NEED IDENTIFIED:** Lack of health education in public schools coupled with rising obesity rates and other poor health outcomes among low-income children.

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YVLifeSet  
(Launched 2009)
YVLifeSet provides support to young people who are aging out of foster care by helping them find safe housing, continue education or training, achieve stable employment and build healthy support systems.

**NEED IDENTIFIED:** Poor outcomes for youth aging out of foster care system.

**KEY RESULT:** Six months after discharge, 84% of youth were working and/or attending school, 84% were still living in a stable, home-like environment and 88% had no further trouble with the law.

**YOUTH SERVED IN 2015:** 177

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Family Independence Initiative  
(Launched 2010)
Family Independence Initiative empowers low-income families to move out of poverty through access to connections, choice and capital. FI invests resources based on the strengths and initiative families demonstrate toward improving their lives.

**NEED IDENTIFIED:** Working poor families unable to rise out of poverty following 2008 recession.

**KEY RESULT:** The families participating in FI experienced an average of 27% increase in family earnings, 187% in savings, and 46% in health improvements over two years of the program. 81% of children improved grades and/or attendance.

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Single Stop USA – Boston  
(Launched 2011)
Single Stop helps low-income individuals persist through college and achieve financial self-sufficiency and economic mobility by providing access to benefits and services.

**NEED IDENTIFIED:** Lagging college completion rates despite high college enrollment among Boston Public Schools graduates.

**KEY RESULT:** Single Stop connected low-income student households in Boston to resources and supports valued at approximately $3.3 million through its sites at Bunker Hill Community College and Roxbury Community College.

**STUDENTS SERVED IN 2015:** 3,511

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New Teacher Center  
(Launched 2012)
New Teacher Center improves student learning by accelerating the effectiveness of new teachers, experienced teachers and school leaders.

**NEED IDENTIFIED:** Teacher retention and effectiveness in Boston Public Schools.

**KEY RESULT:** 86% of teachers said their teaching abilities improved due to New Teacher Center programs.

**BEGINNING TEACHERS SERVED IN 2015:** 210 by 67 mentors

**STUDENTS SERVED IN 2015:** 14,156

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*as of June 30, 2016*
Blueprint Schools Network (Launched 2013)
Blueprint Schools Network uses a research-based framework of comprehensive reform strategies to accelerate achievement in the nation’s highest need schools.

NEED IDENTIFIED: Consistently underperforming Boston Public Schools seeking effective turnaround strategies.

KEY RESULT: English High School achieved the highest percent of proficient and advanced students in ELA and Math in the 16 years since MCAS has been given. 84% of students scored proficient or advanced in ELA and 66% scored proficient or advanced in Math.

STUDENTS SERVED IN 2015-2016: 1,021

College Advising Corps (Launched 2014)
College Advising Corps increases the number of low-income, first generation college and underrepresented students who enter and complete higher education by hiring and training recent college graduates as full-time college advisers.

NEED IDENTIFIED: Low counselor-to-student ratios for low-income high school students.

KEY RESULT: 98% of seniors served have met one-on-one with a College Advising Corps advisor.

STUDENTS SERVED IN 2015-2016: 12,659
Big city challenges demand innovative solutions.
GreenLight Cincinnati searches from coast to coast to bring the most promising, ground-breaking solutions to some of the city’s most challenging poverty-related issues.

This year, our first in Cincinnati, the Selection Advisory Council identified two pressing issues facing our city that we believe we can address through our first selection: families living in poverty and opportunity youth.

PRELIMINARY ASSESSMENTS: 36
EXPLORATORY CALLS: 13
MANAGEMENT TEAM CALLS: 5
FINALISTS TO PITCH IN FALL 2016: 2

CHILDREN IN CINCINNATI LIVE IN POVERTY: 44%
OF LOW-INCOME YOUTH FEEL THAT THEIR NEIGHBORHOOD IS UNSAFE: 63%
OF PEOPLE IN THE CINCINNATI REGION ARE STRUGGLING TO ACHIEVE SELF-SUFFICIENCY: 3/3
LOCAL FUNDING SECURED: $2.5M
LOCAL SELECTION ADVISORY COUNCIL MEMBERS: 27

CONTACT
Tara Noland
www.greenlightfund.org/cincinnati
(513) 748-5104
tnoland@greenlightfund.org

*as of June 30, 2016
**Philadelphia Results**

**Organizations in Our Portfolio**
3,151

**Children and Families Served Through Greenlight Portfolio Organizations**
4

**Years Greenlight Has Been Supporting Nonprofits in Philadelphia**
4

**Committed by Greenlight to Portfolio Organizations**
$3.5M

**Staff Members Currently Working for Our Portfolio Organizations**
29

**Organizations in Our Portfolio**
4

**Local Selection Advisory Council Members**
15

**Additional Non-Greenlight Funds Raised by Portfolio Organizations So Far**
$5.3M

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**Single Stop USA** (Launched 2013)
Single Stop helps low-income individuals persist through college and achieve financial self-sufficiency and economic mobility by providing access to benefits and services.

**Need Identified:** Lagging college completion rates despite increasing college enrollment.

**Key Result:** More than $2 million in benefits and services were drawn down by Community College of Philadelphia students through Single Stop.

**Students Served in 2015-2016:** 2,945

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**Year Up** (Launched 2013)
Year Up’s mission is to close the opportunity divide by providing urban young adults with the skills, experience and support that will empower them to reach their potential through professional careers and higher education.

**Need Identified:** Limited school to employment pipeline for low-income youth.

**Key Result:** 61% of internships were converted to full time roles for Year Up students at Pierce College.

**Students Served in 2015-2016:** 141

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**Center for Employment Opportunities** (Launched 2015)
The Center for Employment Opportunities is dedicated to providing immediate, effective and comprehensive employment services to men and women with recent criminal convictions. CEO’s highly structured and tightly supervised programs help participants regain the skills and confidence needed for successful transitions to stable, productive lives.

**Need Identified:** High rates of recidivism for low-income young adults.

**Key Result:** In its first year, CEO has already made 17 permanent job placements for participants in Philadelphia. CEO is collaborating with the Philadelphia Parks and Recreation and Delaware River City Corporation for job placement opportunities.

**Individuals Served in 2015-16:** 65

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**Parent-Child Home Program** (Launched 2016)
Parent-Child Home Program provides under-resourced families with the necessary skills and tools to help their children thrive in school and life.

**Need Identified:** Lack of parent engagement in early literacy for low-income children.

**Key Result:** Since joining GreenLight, PCHP has raised over $2M additional dollars from local Philadelphia partners.

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**Contact**
Omar Woodard
www.greenlightfund.org/philadelphia
(267) 879-1991
owoodard@greenlightfund.org

*as of June 30, 2016*
Genesys Works
(Launched 2013)
Genesys Works changes the life trajectories of low-income high school students by enabling them to work in meaningful internships, at major corporations, during their senior year in high school. After an eight week intensive training program, students work with partner companies where they discover that they can indeed succeed as professionals in the corporate world.

**NEED IDENTIFIED:** Workforce development programs for aspiring first-generation college students.

**KEY RESULT:** 100% of interns graduated from high school and 98% enrolled in college immediately after high school.

**STUDENTS SERVED IN 2015-2016:** 155

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uAspire
(Launched 2013)
uAspire works to ensure that all young people have the financial information and resources necessary to find an affordable path to – and through – a post-secondary education.

**NEED IDENTIFIED:** Limited technical capacity to advise low-income students on college financial aid.

**KEY RESULT:** 76% of seniors served by uAspire enrolled in college.

**STUDENTS SERVED IN 2015-2016:** 2,549

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Springboard Collaborative
(Launched 2015)
Springboard Collaborative closes the reading achievement gap by coaching teachers, training family members and incentivizing learning so that scholars have the requisite skills to access life opportunities.

**NEED IDENTIFIED:** Summer learning loss for low-income elementary school students.

**KEY RESULT:** Oakland ran its pilot program in summer 2015, serving 497 students. Springboard accelerated reading gains for Oakland students by an average of 3.4 months, effectively replacing the 3-month summer loss.

**STUDENTS SERVED IN 2015-16:** 497

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**CONTACT**
Casey Johnson
www.greenlightfund.org/bay-area
(617) 851-1451
cjohnson@greenlightfund.org

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**PORTFOLIO REPORT**
2015-16

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**COMMITTED BY GREENLIGHT TO PORTFOLIO ORGANIZATIONS**

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**YEARS GREENLIGHT HAS BEEN SUPPORTING NONPROFITS IN THE BAY AREA**
4

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**FAMILIES SERVED THROUGH GREENLIGHT PORTFOLIO ORGANIZATIONS**
6,731

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**STAFF MEMBERS WORKING FOR OUR PORTFOLIO ORGANIZATIONS**
33

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**ADDITIONAL NON-GREENLIGHT FUNDS RAISED BY PORTFOLIO ORGANIZATIONS SO FAR**
$5.21M

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**ACTIVE BOARD MEMBERS PARTICIPATING WITH PORTFOLIO ORGANIZATIONS**
21

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**$2.9M**
$2.9M
GreenLight relies on game changers – like you.

We rely on a community of partners, investors, volunteers – people like you who believe in a brighter future for all our communities’ children and families and who won’t quit until that future happens.

For recent GreenLight Fund happenings, insights and stories visit: www.greenlightfund.org