



GreenLight Fund

PORTFOLIO  
REPORT  
2017-2018

Invested in change.

Reported as of June 30, 2018



## 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



Photo Credit: Kara Delahunt Photography

## 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.



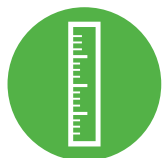
#### 3) WE SELECT

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.

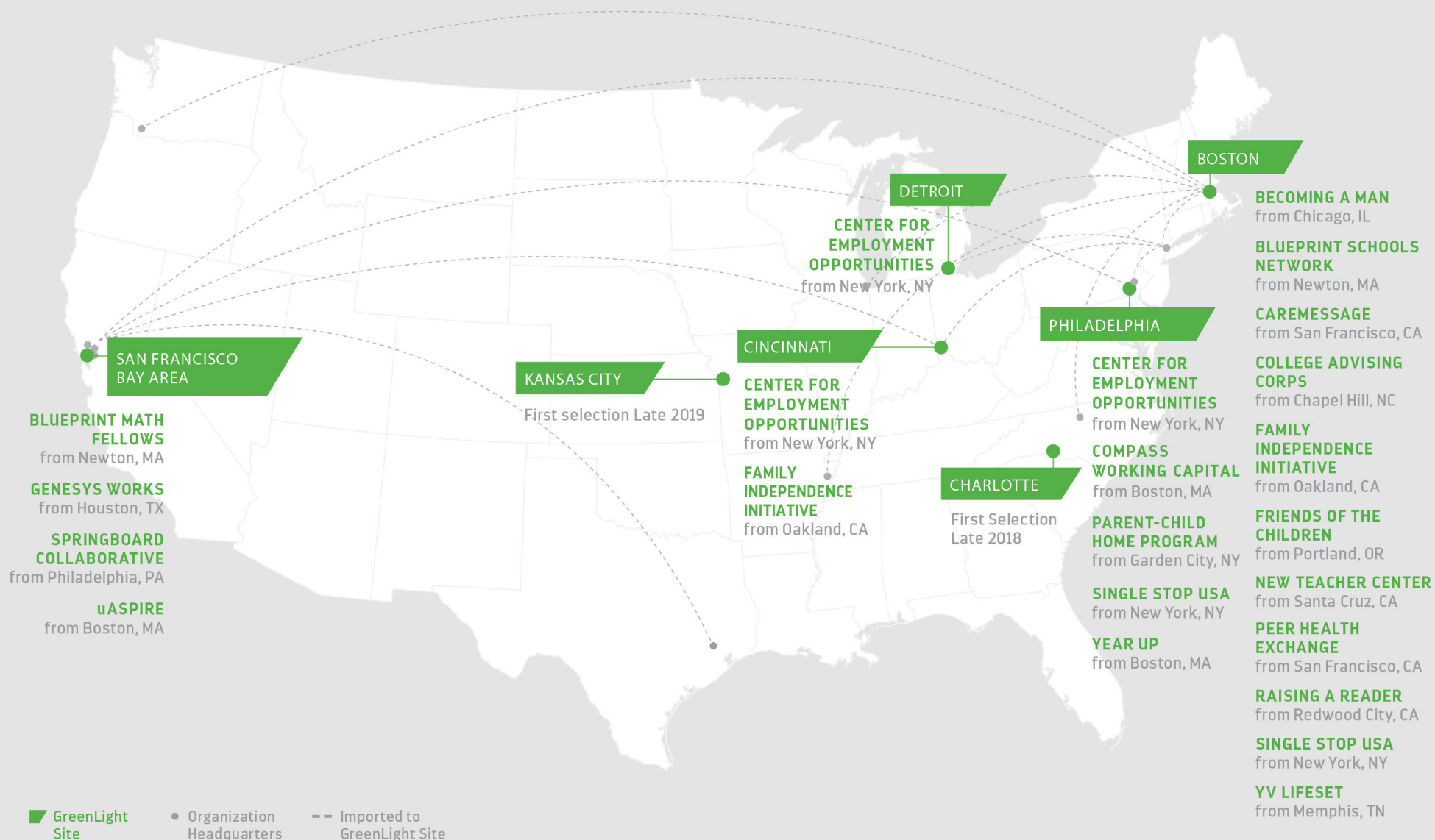


#### 5) WE MEASURE

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.





## Overview

GreenLight's 14-year history has seen strategic, thoughtful growth backed by significant community investment.

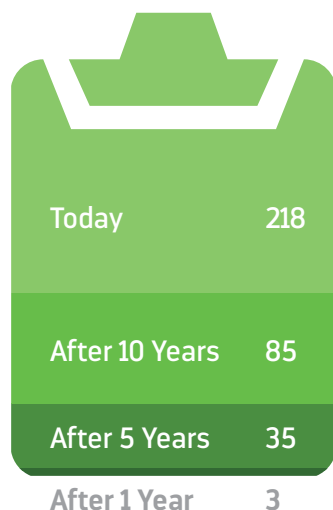
With seven different GreenLight sites and nearly two dozen portfolio organizations across the United States, urgent needs are being met with innovative, effective responses.

## Sites



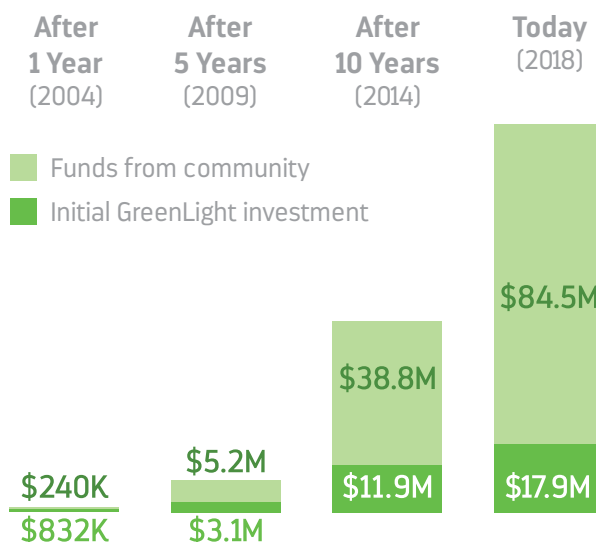
## Staff

Staff currently working at portfolio organizations has grown exponentially since our first year of operation.

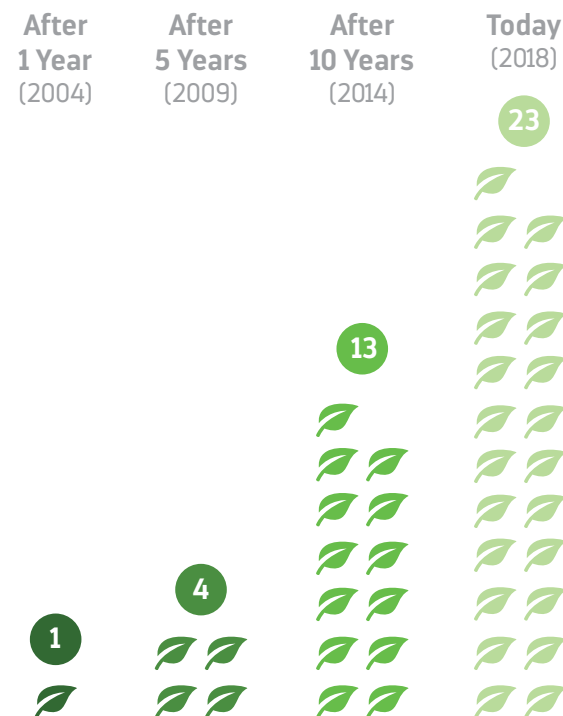


## Investments

GreenLight provides an initial multi-year seed investment, after which the portfolio organization raises additional funds from a variety of sources in its community.



## Portfolio Organizations



## Organizations in our Portfolio

Becoming a Man  
Blueprint Schools (2 sites)  
CareMessage  
Center for Employment  
Opportunities (3 sites)  
College Advising Corps  
Compass Working Capital  
Family Independence Initiative  
(2 sites)  
Friends of the Children  
Genesys Works  
New Teacher Center  
Parent-Child Home Program  
Peer Health Exchange  
Raising A Reader  
Single Stop USA (2 sites)  
Springboard Collaborative  
uAspire  
Year Up  
YVLifeSet

23



218

STAFF CURRENTLY WORKING AT  
OUR PORTFOLIO ORGANIZATIONS



137

ACTIVE BOARD MEMBERS PARTICIPATING  
WITH PORTFOLIO ORGANIZATIONS



237

SELECTION ADVISORY COUNCIL  
MEMBERS ACROSS SITES

\$17,961,322



INVESTED IN GREENLIGHT  
PORTFOLIO ORGANIZATIONS

\$84,542,471



ADDITIONAL NON-GREENLIGHT FUNDS  
RAISED BY PORTFOLIO ORGANIZATIONS  
SO FAR

72,420

CHILDREN AND FAMILIES SERVED THROUGH  
GREENLIGHT PORTFOLIO ORGANIZATIONS



7

GREENLIGHT SITES: BOSTON, CHARLOTTE,  
CINCINNATI, DETROIT, KANSAS CITY, PHILADELPHIA  
& SAN FRANCISCO BAY AREA



### 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:** 93% of the most recent cohort are enrolled in college, and 79% are participating in the alumni program, while an average of 88% of the first three cohort participants have persisted to at least sophomore year in college.

♥ **STUDENTS SERVED IN 2017-18: 381**

### uAspire

(Launched 2014)

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:** Close to 1,200 seniors of 2018 graduating class had at least one 1:1 session with a uAspire advisor, and of the 2,844 students served by uAspire in the 2016-17 school year, 71% enrolled in college.

♥ **STUDENTS SERVED IN 2017-18: 3,158**

### 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:** Students saw an average 3 months of reading growth in summer 2017, while families engaged at a rate of 97%.

♥ **STUDENTS SERVED IN 2017-18: 1,573**

### Blueprint Math Fellows

(Launched 2016)

Blueprint Math Fellows partners with schools to offer high-quality tutorial instruction. Using daily student assessments to inform their work, fellows can purposefully target gaps in a student's foundational knowledge and understanding of mathematics.

📍 **NEED IDENTIFIED:** Low math proficiency rates for middle school students in Oakland.

★ **KEY RESULT:** Blueprint more than doubled in growth from the previous school year, increasing its reach into 7 middle schools in Oakland served by 22 Math Fellows.

♥ **STUDENTS SERVED IN 2017-18: 539**



**4** ORGANIZATIONS  
IN OUR PORTFOLIO

**51**

LOCAL SELECTION ADVISORY  
COUNCIL MEMBERS

**26**

ACTIVE BOARD MEMBERS  
PARTICIPATING WITH  
PORTFOLIO ORGANIZATIONS

**58**

STAFF MEMBERS CURRENTLY  
WORKING FOR OUR  
PORTFOLIO ORGANIZATIONS



**\$3.63M**

COMMITTED BY GREENLIGHT TO  
PORTFOLIO ORGANIZATIONS



**\$15.1M**

ADDITIONAL NON-GREENLIGHT FUNDS RAISED  
BY PORTFOLIO ORGANIZATIONS SO FAR

**5,651**

CHILDREN AND FAMILIES SERVED  
THROUGH GREENLIGHT FUND  
PORTFOLIO ORGANIZATIONS







Photo Credit: Kara Delahunt Photography



Photo provided by Family Independence Initiative

"I was just a few credits away from graduating. But I was going to have to get another job—work two jobs—and [therefore] drop out of school. But the Single Stop people said, 'We're going to find a way to help you stay in; you're only a few credits away from graduating.' And they did. And now I'm about to graduate!"

– Student, Single Stop, Philadelphia

"What I think is so important about uAspire is that they give us both financial support and encouragement. The financial aid process is really confusing. No one in my family went to college, so they didn't know any of the details that uAspire helped me through. If I had applied to colleges on my own, I would not have gotten as much financial aid as I did."

– Advisee, uAspire, San Francisco Bay Area



Photo provided by Family Independence Initiative



Photo provided by Family Independence Initiative

"We sat down [with our GreenLight ED] and they said: 'Where are we, what are the challenges, what are some of the issues, and how can GreenLight help?' And we would leave those sessions with action items that GreenLight would help us with. And as a new ED, that was very valuable. That would be the number one value-add."

–Local ED for Philadelphia Portfolio Organization

A photograph of a classroom scene with a green overlay. A female teacher stands on the left, facing a group of students. One student in the foreground has their hand raised. In the background, a projector screen displays educational content. The text 'GreenLight relies on game changers – like you.' is prominently displayed in the upper right.

## 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](http://www.greenlightfund.org)**

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