



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.



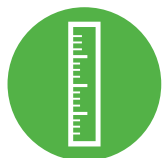
#### 3) WE SELECT

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.

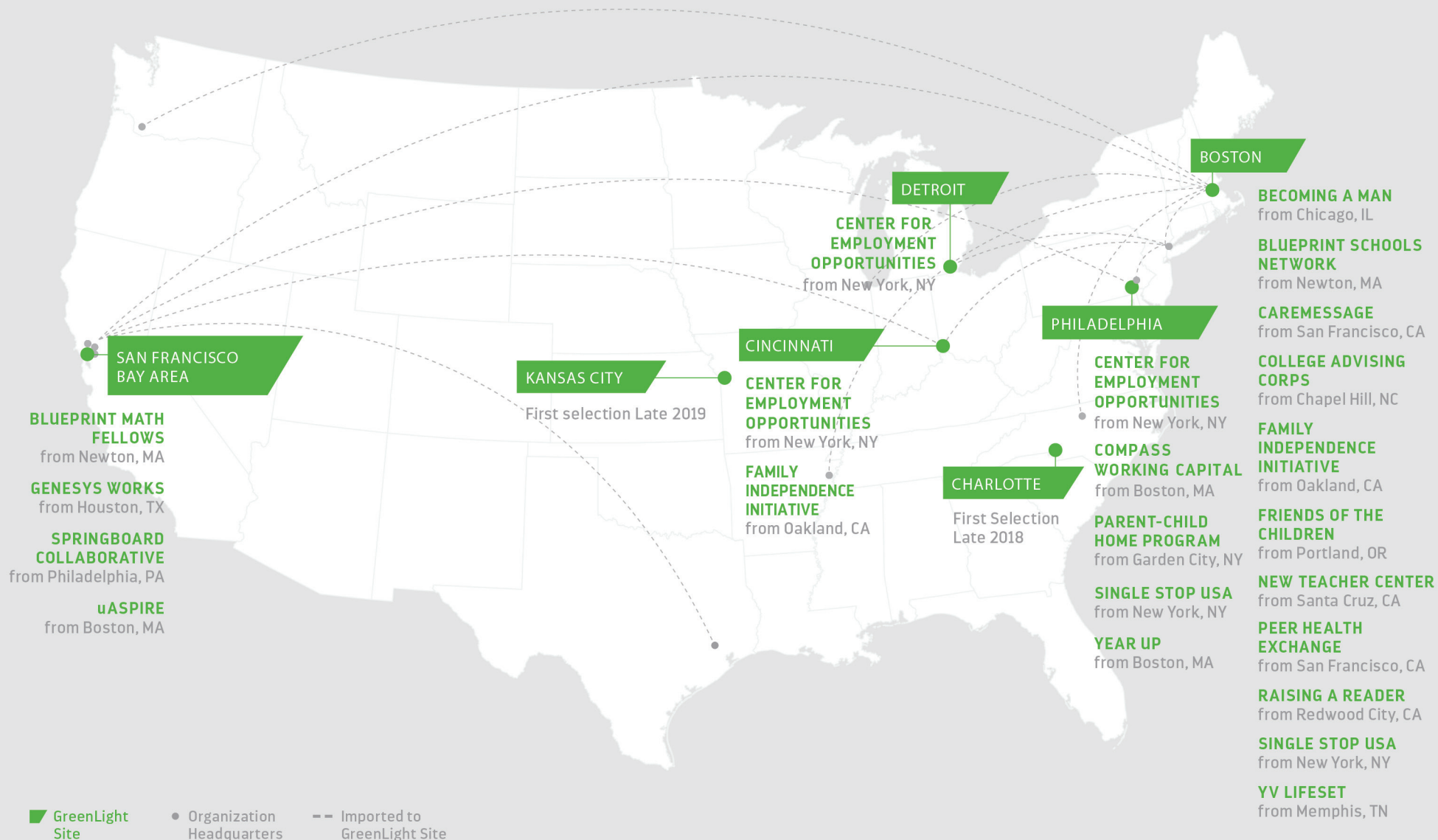


#### 5) WE MEASURE

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.

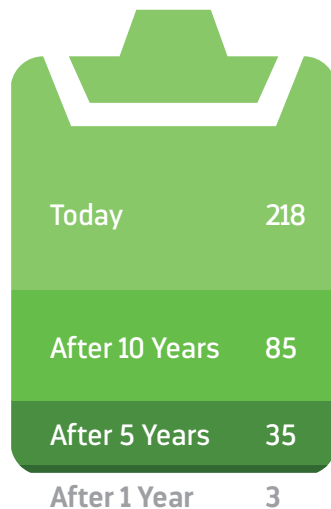
With seven different GreenLight sites and nearly two dozen portfolio organizations across the United States, urgent needs are being met with innovative, effective responses.

## Sites



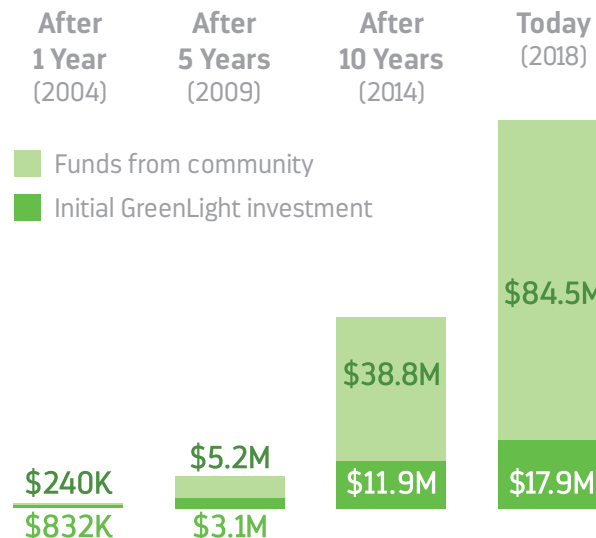
## Staff

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

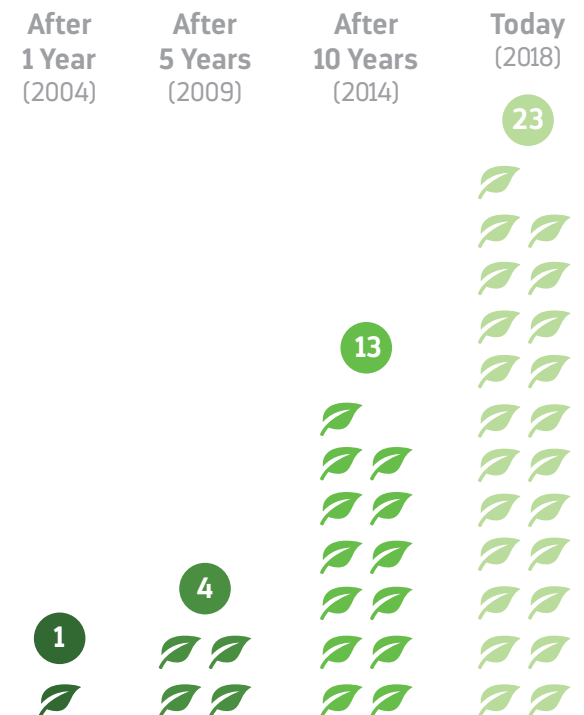


## Investments

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



## 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:** Friends is mid-way through its current strategic growth initiative, which will increase children served by 30% by FY2020, including 25 new Achievers onboarded in 2017-18 school year.

♥ **YOUTH SERVED IN 2017-18: SCHOOL YEAR: 124**

## Raising A Reader (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:** 85% of parent survey respondents were regularly using 3 or more dialogic strategies when reading to their children this year.

♥ **YOUTH SERVED IN 2017-18: 9,721**

## 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.

★ **KEY RESULT:** PHE Boston trained 280 college volunteers who taught PHE's health education curriculum to 3,161 ninth grade students in Lynn, Malden, Revere and Boston. This is an increase of over 500 students from previous program year.

♥ **TEENS SERVED IN 2017-18: 3,161**

## YVLifeSet (Launched 2008)

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:** Two years after discharge, 86% of youth were working or attending school, 86% were still living in a stable, home-like environment and 85% had no further trouble with the law.

♥ **YOUTH SERVED IN 2017-18: 212**

## Family Independence Initiative (Launched 2010)

The Family Independence Initiative trusts and invests directly in low-income families so they can work individually and collectively to achieve prosperity. Through their UpTogether platform, families are in control of their own lives and use this technology to build connections and share their expertise with other FII families throughout the nation.

🕒 **NEED IDENTIFIED:** The 2008-2009 recession.

★ **KEY RESULT:** Over the two years they are enrolled in FII, the average investment directly to a family is \$2,400. Using this investment, families grow their income by \$4,140 (or 17 times the investment) and their assets by \$4,047 (or 17 times the investment).

♥ **INDIVIDUALS ENGAGED IN 2017-18: 3,646**

## 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:** Students utilized a multitude of resources this year, including: food was accessed 18,860 times; 533 students were assisted with healthcare; 475 were provided shelter; 469 received financial advising; 193 were able to obtain emergency money; and 149 received Charlie Cards in the amount of \$20.

♥ **INDIVIDUALS SERVED IN 2017-18: 17,414**

## 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 in public high schools.

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

★ **KEY RESULT:** In partnership with Boston University, every Boston Public High School had a CAC advisor in the 2017-18 academic year with advisors holding 2,798 one-on-one meetings and 51% of seniors submitting at least 3 college applications.

♥ **STUDENTS SERVED IN 2017-18: 16,864**

## CareMessage (Launched 2016)

CareMessage is an intelligent cloud-based software that transforms communication for patients by providing personalized, interactive messages designed to educate, remind and motivate. Community-based healthcare providers use CareMessage programs to guide their patients through the difficult process of managing chronic health conditions.

🕒 **NEED IDENTIFIED:** Underserved patients facing social determinants of health need help managing chronic conditions at scale.

★ **KEY RESULT:** Solidified partnership with 4 new health centers this year: South Boston Community Health Center, South End Community Health Center, Codman Square Health Center & Whittier Street Health Center. CareMessage patients show 27-41% reductions in no-show rates.

♥ **INDIVIDUALS SERVED IN 2017-18: 11,705**



### Becoming a Man (Launched 2017)

Becoming a Man (BAM) is a program of Youth Guidance in Chicago that supports boys and young men, particularly those of color in grades 7-12 to navigate difficult circumstances that threaten their future through school-based and one-on-one counseling.

🕒 **NEED IDENTIFIED:** Boys and young men of color face disproportionate challenges in reaching their full potential as compared to their white peers.

★ **KEY RESULT:** 114 participants completed the Holistic Student Pre/Post Assessment this school year. On average, students improved across all 14 subscales with the greatest gains in critical thinking, empathy, relationships with adults, assertiveness, academic motivation and trust.

♥ **STUDENTS SERVED IN 2017-18: 173**

**“We definitely have gotten closer to sustainability faster than we expected. I’d give a good deal of credit to having GreenLight at the beginning and their partners.”**

- National ED for Boston Portfolio Organization



11

ORGANIZATIONS IN OUR PORTFOLIO



106

STAFF MEMBERS CURRENTLY WORKING FOR OUR PORTFOLIO ORGANIZATIONS



55

LOCAL SELECTION ADVISORY COUNCIL MEMBERS



64

ACTIVE BOARD MEMBERS PARTICIPATING WITH PORTFOLIO ORGANIZATIONS



\$8.4M

COMMITTED BY GREENLIGHT TO PORTFOLIO ORGANIZATIONS



\$57.6M

ADDITIONAL NON-GREENLIGHT FUNDS RAISED BY PORTFOLIO ORGANIZATIONS SO FAR

63,020

CHILDREN AND FAMILIES SERVED THROUGH GREENLIGHT FUND PORTFOLIO ORGANIZATIONS IN 2017-18



## A commitment to opportunity and economic mobility.

GreenLight Charlotte 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, the local Selection Advisory Council has met twice so far to discuss the most urgent, unmet needs of low-income families and children in Charlotte. The Council will choose our first portfolio organization in late 2018.

**44%** OF MECKLENBURG  
COUNTY CHILDREN  
**AGES 0-5**  
LIVE IN HOUSEHOLDS EARNING  
**BELOW 200%**  
OF THE FEDERAL POVERTY LEVEL

 **30**  
LOCAL SELECTION  
ADVISORY COUNCIL  
MEMBERS

 **\$3.3M**  
IN LOCAL FUNDING SECURED

**14.5%** OF CHARLOTTE  
YOUNG PEOPLE  
**AGES 16-24**  
ARE NEITHER WORKING NOR  
GOING TO SCHOOL OR TRAINING

**THE POVERTY RATE** OF WORKING-AGE AFRICAN AMERICANS AND HISPANICS IS **TWICE THAT** FOR WHITES IN CHARLOTTE

## Center for Employment Opportunities (Launched 2016)

The Center for Employment Opportunities (CEO) 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:** 196 people with criminal records have worked on CEO's transitional work crews; 61 of those have found permanent employment in the community and, on average, they make \$2.00 more per hour than Ohio's minimum wage.

♥ **INDIVIDUALS SERVED IN 2017-18: 196**

## Family Independence Initiative (Launched 2017)

The Family Independence Initiative trusts and invests directly in low-income families so they can work individually and collectively to achieve prosperity. Through their UpTogether platform, families are in control of their own lives and use this technology to build connections and share their expertise with other FII families throughout the nation.

🕒 **NEED IDENTIFIED:** Working low-income families unable to rise out of poverty in Cincinnati.

★ **KEY RESULT:** Since launching in 2017, FII has partnered with 137 families across 44 neighborhoods to work toward their self-determined goals to improve their finances, education, and family health.

♥ **INDIVIDUALS SERVED IN 2017-18: 417**



# \$1,200,000

COMMITTED BY GREENLIGHT TO PORTFOLIO ORGANIZATIONS



# \$2,995,167

ADDITIONAL NON-GREENLIGHT FUNDS RAISED  
BY PORTFOLIO ORGANIZATIONS SO FAR

# 613

CHILDREN AND FAMILIES SERVED  
THROUGH GREENLIGHT FUND  
PORTFOLIO ORGANIZATIONS



# 2

ORGANIZATIONS  
IN OUR PORTFOLIO



# 36

LOCAL SELECTION ADVISORY  
COUNCIL MEMBERS



# 10

ACTIVE BOARD MEMBERS PARTICIPATING  
WITH PORTFOLIO ORGANIZATIONS



# 8

STAFF  
MEMBERS

CURRENTLY WORKING FOR OUR  
PORTFOLIO ORGANIZATIONS



## Center for Employment Opportunities (Launched 2018)

The Center for Employment Opportunities (CEO) 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 and unemployment for low-income young adults.

★ **KEY RESULT:** Participation in CEO leads to a reduction in arrests, convictions and re-incarcerations of up to 22%, results that hold over a three-year follow-up period. CEO is just getting its work underway in Detroit with a goal of serving 375 individuals annually by 2021.

♥ **INDIVIDUALS SERVED IN 2017-18: 13 (after one month of operation)**



1

ORGANIZATION  
IN OUR PORTFOLIO



26

LOCAL SELECTION ADVISORY  
COUNCIL MEMBERS



5

STAFF MEMBERS CURRENTLY WORKING  
FOR OUR PORTFOLIO ORGANIZATION

13

INDIVIDUALS SERVED THROUGH GREENLIGHT  
FUND PORTFOLIO ORGANIZATION AFTER ONE  
MONTH OF OPERATION

 \$600,000

COMMITTED BY GREENLIGHT TO PORTFOLIO ORGANIZATIONS

 76%

OF FORMER INMATES IN THE COUNTY ARE UNEMPLOYED



2,500

RETURNING CITIZENS RE-ENTER DETROIT ANNUALLY



## CONTACT

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PORTFOLIO  
REPORT

2017-2018

### 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:** Over the last 5 years, more than \$14.3 million in benefits and services were drawn down by Community College of Philadelphia students through Single Stop.

♥ **INDIVIDUALS SERVED IN 2017-18: 2,641**

### Year Up (Launched 2014)

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:** An average of 85% of Year Up's first eight cohorts were employed or in college full-time after completing the Year Up Program.

♥ **STUDENTS SERVED IN 2017-18: 112**

### Center for Employment Opportunities

(Launched 2015)

The Center for Employment Opportunities (CEO) 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:** Since launch, individuals have been retained from life skills classes to working crews at a rate of 89%. At 90 days, the average employment retention was 65%.

♥ **INDIVIDUALS SERVED IN 2017-18: 135**

### Parent-Child Home Program (Launched 2016)

Parent-Child Home Program provides underresourced 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:** On average, PCHP children are 50% more likely to measure ready for kindergarten than their socio-economic peers.

♥ **INDIVIDUALS SERVED IN 2017-18: 235**

### Compass Working Capital (Launched 2018)

Compass Working Capital supports families with low incomes to build assets and financial capabilities as a pathway to greater economic opportunity and out of poverty.

🕒 **NEED IDENTIFIED:** Working low-income families unable to rise out of poverty in Philadelphia.

★ **KEY RESULT:** Participation in CWC yields \$6,305 average increase in household earnings, 23 points average improvement of credit scores, and \$655 average decrease in credit card debt.

 **5** ORGANIZATIONS  
IN OUR PORTFOLIO

**39** LOCAL SELECTION ADVISORY  
COUNCIL MEMBERS

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

 **\$4.14M**

COMMITTED BY GREENLIGHT TO  
PORTFOLIO ORGANIZATIONS

 **\$8.8M**

ADDITIONAL NON-GREENLIGHT FUNDS RAISED  
BY PORTFOLIO ORGANIZATIONS SO FAR

**41** STAFF MEMBERS CURRENTLY  
WORKING FOR OUR  
PORTFOLIO ORGANIZATIONS

**3,123** CHILDREN & FAMILIES  
SERVED THROUGH  
GREENLIGHT FUND PORTFOLIO ORGANIZATIONS



## 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



## 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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GreenLight Fund