



GreenLight Fund

PORTFOLIO
REPORT
2017-2018

Invested in change.

Reported as of June 30, 2018

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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.



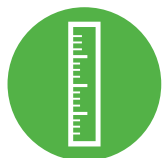
3) WE SELECT

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

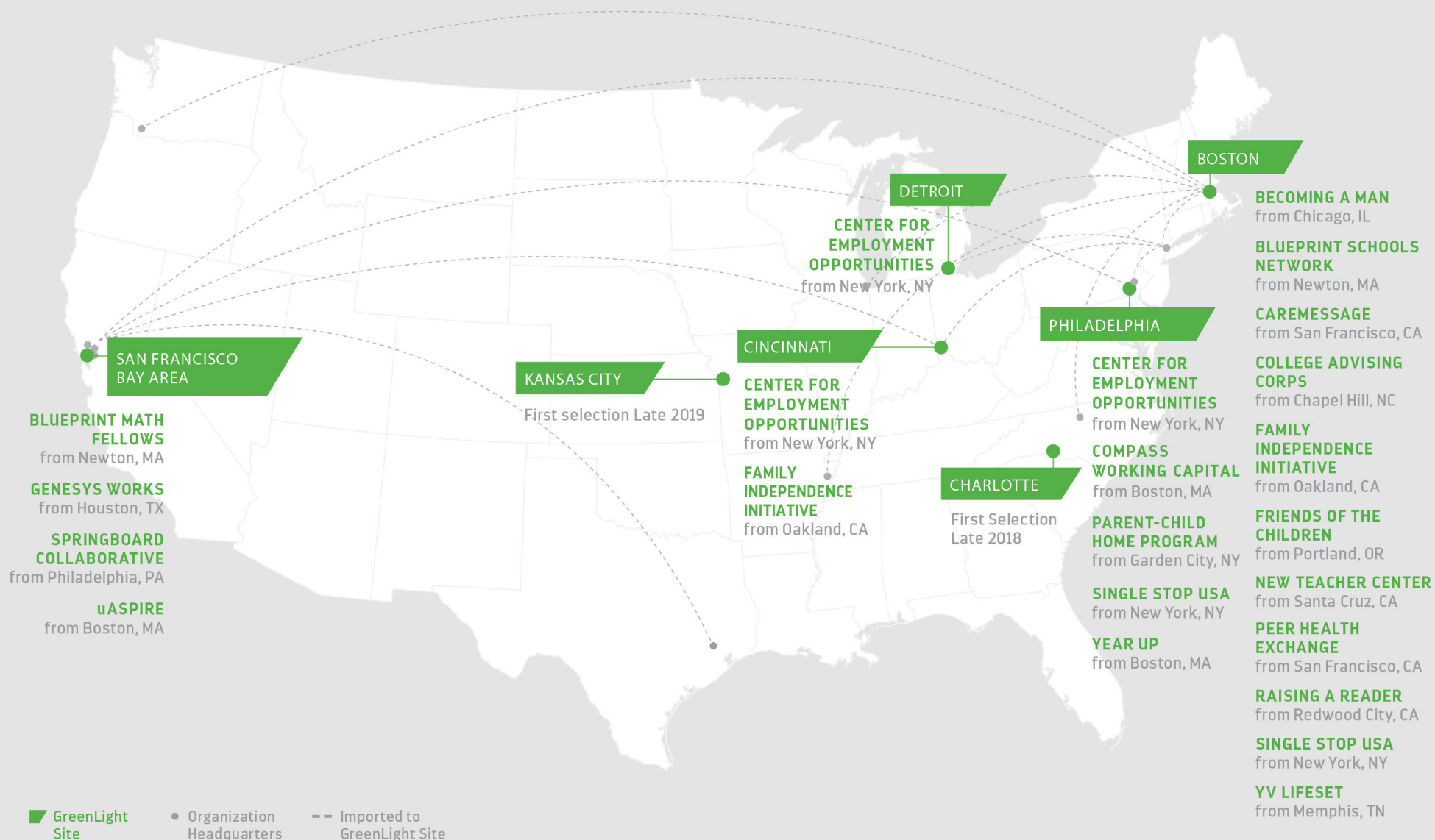
We invest our funds, time and passion. Our community connections and strategic advice help organizations ramp up and start producing direct, meaningful change in the community. We continue this support so that each organization can thrive over time.



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.

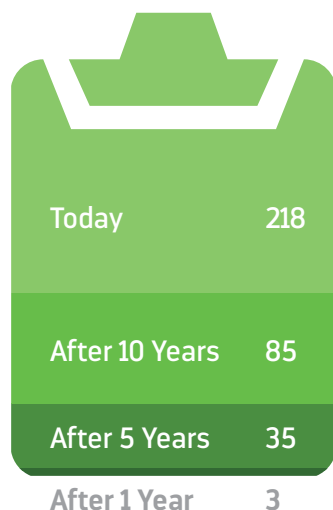
With seven different GreenLight sites and nearly two dozen portfolio organizations across the United States, urgent needs are being met with innovative, effective responses.

Sites



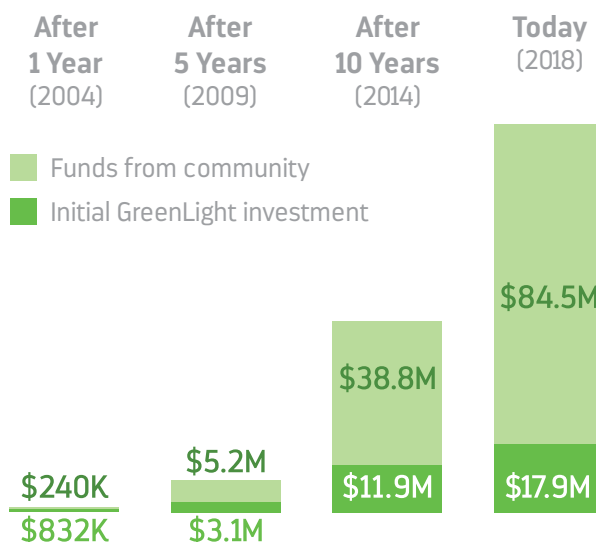
Staff

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

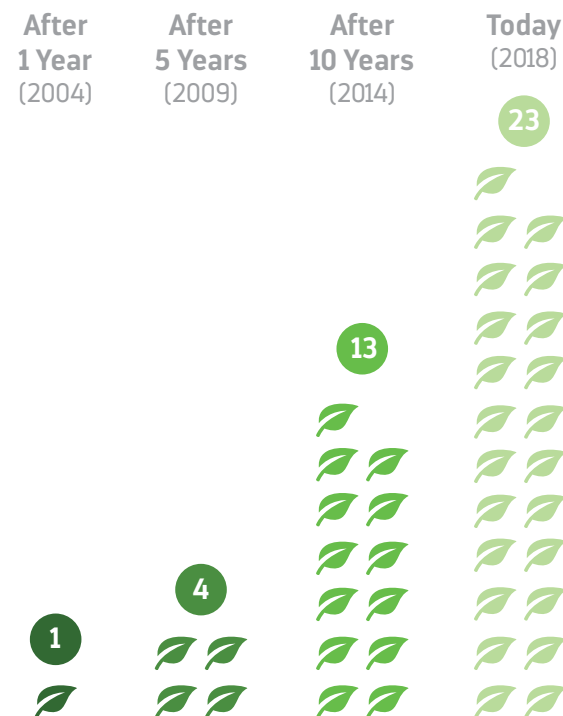


Investments

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



CONTACT

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PORTFOLIO
REPORT

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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:** 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





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

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