

GreenLight Fund INVESTED IN CHANGE

MISSION

The GreenLight Fund helps transform 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.

VISION

We envision a national network of GreenLight Fund cities, working together and learning from each other to harness the vision and ambition of social entrepreneurs and accelerate the spread of proven programs that make lasting change for children, youth and families.

VALUES



INNOVATIVE



COMMITTED TO EXCELLENCE



COLLABORATIVE





FOCUSED
ON SUSTAINABILITY



DIVERSITY, EQUITY AND INCLUSION

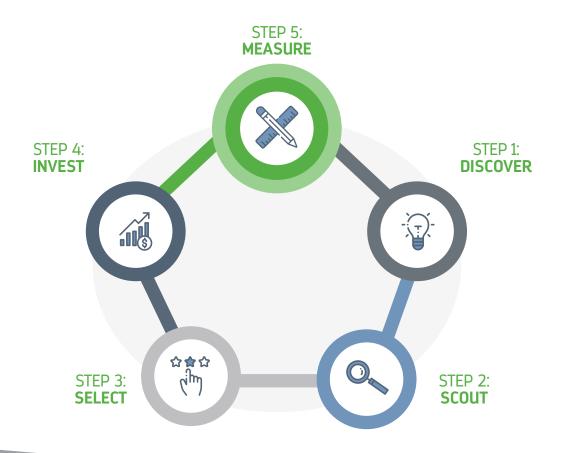


THE GREENLIGHT METHOD

The GreenLight Method is a consistent annual process, rooted and implemented locally, to identify urgent, unmet needs and find and replicate the best, proven, innovative solutions to address those needs, making a significant difference in improving outcomes for children and families in low-income communities.

Each GreenLight city forms a Selection Advisory Council, a diverse group of local community leaders — for-profit and nonprofit, philanthropists, social policy experts and people with lived experiences — that is a partner throughout the annual process.

- Through a **DISCOVERY PROCESS** gaps are identified where results-oriented approaches could make a transformative difference for children and families.
- A comprehensive due diligence process **FINDS** and vets the best, proven programs FROM ACROSS THE COUNTRY that can effectively address the identified unmet need.
- The program with the **BEST LOCAL FIT** and capacity for sustained growth is **SELECTED**.
- Through **MULTI-YEAR INVESTMENT**, community partnerships and on-the-ground supports, we work to ensure the replicated solution will reach impact faster and be sustainable with measurable results.
- **MEASUREMENT** against specific, relevant target outcomes is done on a regular basis. Highlights are provided in this report.

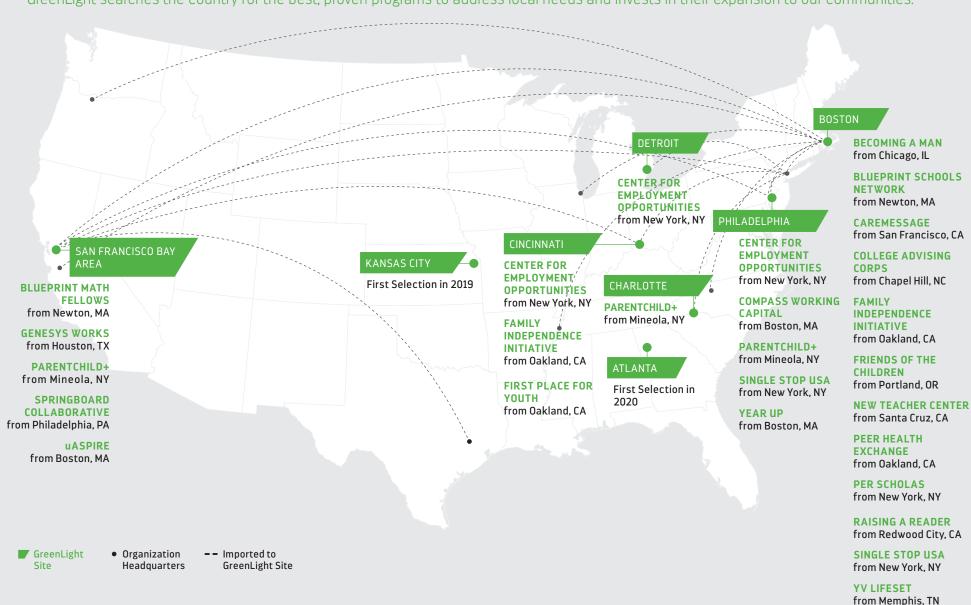


OUR LEARNING JOURNEY

GreenLight Fund A NATIONAL NETWORK OF GREENLIGHT SITES

Innovative, effective solutions addressing needs in low-income communities exist, but they may not be found close to home.

GreenLight searches the country for the best, proven programs to address local needs and invests in their expansion to our communities.



GreenLight Fund

NATIONALLY BY THE NUMBERS

27

PORTFOLIO
ORGANIZATIONS

110,352 THY
NUMBER OF CHILDREN AND
FAMILIES SERVED THIS YEAR

262

SELECTION ADVISORY COUNCIL

MEMBERS ACROSS SITES

223



STAFF CURRENTLY WORKING FOR PORTFOLIO ORGANIZATIONS

\$19,775,160



INVESTED IN GREENLIGHT PORTFOLIO ORGANIZATIONS

8 6

GREENLIGHT SITES:

ATLANTA, BOSTON,
CHARLOTTE, CINCINNATI,
DETROIT, KANSAS CITY,
PHILADELPHIA, SAN
FRANCISCO BAY AREA

184



ACTIVE LOCAL BOARD MEMBERS
PARTICIPATING WITH PORTFOLIO

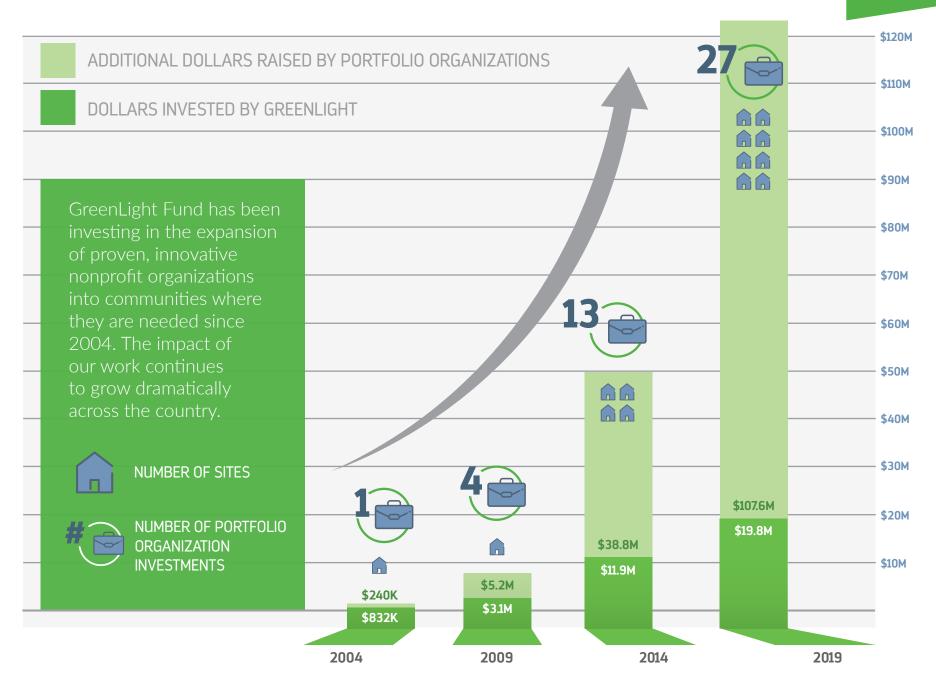
ORGANIZATIONS

\$107,557,926



ADDITIONAL **NON-GREENLIGHT FUNDS** RAISED BY PORTFOLIO
ORGANIZATIONS TO DATE

GreenLight Fund GROWING THE NETWORK... GROWING THE IMPACT



GreenLight Fund

OUR INVESTMENTS









































GreenLight Fund BOSTON RESULTS

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2018-2019

PORTFOLIO REPORT

@GreenLightBOS

PER SCHOLAS

Launched 2019

Per Scholas provides tuition-free technology training and professional development to help smart, dedicated people build better lives for themselves and their families. Per Scholas develops employer partnerships for job placements and supports alumni to advance in their careers.

NEED IDENTIFIED: More than 60% of Boston Public School graduates from the class of 2011 did not complete college within 6 years. Aged out of traditional programs, training programs with high success rates in job placement and advancement were needed.



KEY RESULT: 70% of Per Scholas graduates **are** employed within 4 months of graduation. Classes have begun with a goal of reaching 800 students by 2022.

BECOMING A MAN

Launched 2017

Becoming A Man (BAM) is a school-based program that supports young men, particularly those of color in grades 7-12, through group sessions with their peers and the guidance of a trauma-informed BAM counselor. Counselors help young men learn, practice and internalize the program's core values and develop social cognitive skills that deter criminal involvement and increase school engagement.

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



KEY RESULT: BAM scholars attend school **91%** of the time, significantly higher than the greater BPS population of black and Latino boys, where absenteeism rates are 32-37%.

INDIVIDUALS SERVED IN 2018-19: 335

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. It is used by community-based healthcare providers to help patients manage chronic health conditions.

NEED IDENTIFIED: Patients facing social determinants of health challenges need help managing chronic conditions at scale.



KEY RESULT: 60,381 patients served this year across 18 hospitals and clinics in Boston.

INDIVIDUALS SERVED IN 2018-19: 60.381



YOUNG MEN OF COLOR ACHIEVING THEIR FULL POTENTIAL: BAM



GreenLight Fund BOSTON RESULTS (continued)

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2018-2019

PORTFOLIO **REPORT**

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COLLEGE ADVISING CORPS

Launched 2014

College Advising Corps (CAC) supports an increase in the number of first generation students with college aspirations who enter and complete higher education by hiring and training recent college graduates as fulltime college advisers in public high schools.

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



KEY RESULT: 64% of students utilizing CAC from the class of 2018 **enrolled in college.** up from **53%** the previous year.

INDIVIDUALS SERVED IN 2018-19: 16.241

FAMILY INDEPENDENCE INITIATIVE

Launched 2010

The Family Independence Initiative (FII) 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: 10% average increase in family **earnings** of FII families after 2 years.

INDIVIDUALS SERVED IN 2018-19: 2.957

SINGLE STOP USA

Launched 2011

Single Stop helps 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: 2016 Bunker Hill Community College students accessing benefits through Single Stop had an increased likelihood of a successful one-year outcome (graduated, transferred or retained by the fall 2017 term).

INDIVIDUALS SERVED IN 2018-19: 7.494

YVLIFESET

Launched 2008

YVLifeSet, a program of Youth Villages, 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: 93% of youth are in school, **employed or in GED Classes** at 12 months post-discharge.

INDIVIDUALS SERVED IN 2018-19: 328



ACHIEVING GOALS TOWARDS PROSPERITY: FII



GreenLight Fund BOSTON RESULTS (continued)

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REPORT 2018-2019

PORTFOLIO

PEER HEALTH EXCHANGE

Launched 2007

Peer Health Exchange (PHE) gives teenagers the knowledge and skills they need to make healthy decisions. The program trains 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.



KEY RESULT: 68% of participants say they have used something they learned from PHE workshops to make a healthy decision during the six months in which the program ran.

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 kindergarteners was low.



KEY RESULT: 80% of participating families reading together at least three times per week after one year in the program.

INDIVIDUALS SERVED IN 2018-19: 8.500

FRIENDS OF THE CHILDREN - BOSTON

Launched 2005

Friends of the Children creates generational change by engaging children facing challenging home environments in 12 years of transformative mentoring relationships.

NEED IDENTIFIED: Rise of youth violence in Boston neighborhoods.



KEY RESULT: 90% of graduates attending post-secondary opportunities.

INDIVIDUALS SERVED IN 2018-19: 138

INDIVIDUALS SERVED IN 2018-19: 3.339



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PORTFOLIO REPORT 2018-2019

COMPASS WORKING CAPITAL

Launched 2018

Compass Working Capital (CWC) is putting the tools to build assets and financial capabilities into the hands of families with low incomes. By providing individualized financial coaching, CWC supports families in using those tools to reach their financial goals as a pathway to greater economic opportunity.

NEED IDENTIFIED: Limited ability for families in public housing to build assets while a federally funded program that captures increased rental payments as savings towards home ownership was drastically underutilized.



KEY RESULT: 100% program retention rate after one year.

INDIVIDUALS SERVED IN 2018-19: 402

PARENTCHILD+

Launched 2016

ParentChild+ is an early literacy, parental engagement and school readiness model that strengthens parent-child interaction and builds language- and learning-rich homes to enhance children's literacy, cognitive and social-emotional skills, preparing children for success in pre-K and beyond.

NEED IDENTIFIED: Only 34% of third graders in Philadelphia were reading at grade level.



KEY RESULT: 74% of children who finished the program rated proficient and ready for pre-K.

INDIVIDUALS SERVED IN 2018-19: 558

BUILDING EARLY LITERACY SKILLS: PARENTCHILD+



GreenLight Fund PHILADELPHIA RESULTS (continued)

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PORTFOLIO REPORT 2018-2019

CENTER FOR EMPLOYMENT OPPORTUNITIES

Launched 2015

The Center for Employment Opportunities (CEO) works with participants to regain the skills and confidence needed for successful transitions to stable, productive lives. The program serves formerly incarcerated people and incorporates life skills education, short-term paid transitional employment, full-time job placement and post-placement services.

NEED IDENTIFIED: 35% of Philadelphians released from state prison were re-arrested within one year.



KEY RESULT: After one year, over 53% of participants were **employed** at an average hourly wage of \$11.17.

INDIVIDUALS SERVED IN 2018-19: 199

YFAR IIP

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: Over 42,000 young adults in Philadelphia were disconnected from education and employment.



KEY RESULT: One year after graduation, 85% have an average hourly wage of \$18.70.

INDIVIDUALS SERVED IN 2018-19: 187



SINGLE STOP USA

Launched 2013

Single Stop helps individuals persist through college and achieve financial self-sufficiency and economic mobility by providing access to benefits and services.

NEED IDENTIFIED: Less than 25% of students from lowincome households were completing an associates degree within six years.



KEY RESULT: Students screened by Single Stop in 2018 received nearly \$3.4M in cash and non-cash benefits.

INDIVIDUALS SERVED IN 2018-19: 3.379



EMPOWERING YOUNG ADULTS TO REACH THEIR POTENTIAL: YEAR UP



GreenLight Fund SAN FRANCISCO BAY AREA RESULTS

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2018-2019

PORTFOLIO REPORT

PARENTCHILD+

Launched 2018

ParentChild+ is an early literacy, parental engagement and school readiness model that strengthens parent-child interaction and builds language- and learning-rich homes to enhance children's literacy, cognitive and social-emotional skills, preparing children for success in pre-K and beyond.

NEED IDENTIFIED: Gap in services supporting social-emotional learning for two and three year olds.



KEY RESULT: ParentChild+ children graduate from high school **at a rate 30% higher than their socio-economic peers.** ParentChild+ is getting its work underway in the Bay with a goal of enrolling 100 families in year one.

LEVERAGED INVESTMENT DOLLARS:

of Portfolio

Organizations

\$600K	\$600K	\$200K	\$1.5M
GreenLight Fund	FIRST 5	Additional	Additional Public
	Santa Clara County	Philanthropy	Funding Unlocked

BLUEPRINT MATH FELLOWS

Launched 2016

Blueprint Math Fellows partners with schools to offer high-quality tutorial instruction for struggling math students. Using daily student assessments, Fellows target gaps in a student's foundational knowledge and understanding of mathematics, supporting students to dramatically improve their math proficiency. Additionally, many Fellows become teachers in this high-demand field.

NEED IDENTIFIED: Low math proficiency rates for middle school students.



Local Selection

Advisory Council

Members

KEY RESULT: Blueprint increased its reach into 6 middle schools in Oakland. 91% of students who regularly attended demonstrated an increased or accelerated growth rate.

INDIVIDUALS SERVED IN 2018-19: 358



Currently Working

for Portfolio

Organizations





SAN FRANCISCO BAY AREA RESULTS (continued)

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PORTFOLIO REPORT **2018-2019**

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 elementary school students.



KEY RESULT: Students saw an average of **3.4 months of reading growth** after a 5-week program in summer 2018, with **88% of families engaging alongside their children.**

INDIVIDUALS SERVED IN 2018-19: 1.854

UASPIRE

Launched 2014

At uAspire, post-secondary aspirations become reality thanks to a vital combination of information and guidance ensuring 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 students on college financial aid.



KEY RESULT: Of the total students served by uAspire, **74% enrolled in college after high school**.

INDIVIDUALS SERVED IN 2018-19: 2.590

GENESYS WORKS

Launched 2013

Genesys Works enables motivated high school students 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 they can succeed as professionals in the corporate world.

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



KEY RESULT: To date, **1,535** students and alumni placed in **paid internships; 32 corporate partners. 46%** of employed alumni **earn the same or more** than at least one parent.

INDIVIDUALS SERVED IN 2018-19: 178

EQUIPPING FIRST GENERATION STUDENTS FOR FUTURE SUCCESS: GENESYS WORKS

Francisco was seven years old when his family left Mexico. Growing up in Oakland, he found himself navigating a new country, new language, and most importantly, a new education system. In high school, Francisco envisioned a future career in law and technology and when he learned about Genesys Works he applied and joined the first cohort in the Bay Area in the summer of 2013

After successfully completing the intensive training program, Francisco was fully equipped with the technical and professional skills needed for the workplace. He was assigned an internship, related to law and technology at Kirkland & Ellis.

After graduating high school in 2014, he was accepted into University of California – Santa Cruz but attended community college due to financial concerns. In college, Francisco kept in touch with Genesys Works whom later connected him with Year Up. There, Francisco excelled in his tech training and was placed at Salesforce. Now, a Sales Program Analyst/Intern, Francisco successfully balances furthering his education with his day-to-day responsibilities at Salesforce, while speaking on panels at Salesforce to empower younger generations.



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PORTFOLIO REPORT

FIRST PLACE FOR YOUTH

Launched 2019

First Place for Youth (FPFY) uses a youth-centered, trauma-informed approach to help youth aging out of the foster care system develop necessary skills for adulthood. Young people live independently in apartments and receive wraparound support. education services and employment services to become self-sufficient.

NEED IDENTIFIED: Most youth aging out of foster care are woefully unprepared for independent adult life.



KEY RESULT: FPFY will be able to **serve 90%** of young people aging out of the foster care system in Hamilton County each year.

FAMILY INDEPENDENCE INITIATIVE

Launched 2017

The Family Independence Initiative (FII) 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 families unable to break the cycle of poverty.



KEY RESULT: After one year, FII families saw an average monthly income increase of 24%.

INDIVIDUALS SERVED IN 2018-19: 685

CENTER FOR EMPLOYMENT OPPORTUNITIES

Launched 2016

The Center for Employment Opportunities (CEO) works with participants to regain the skills and confidence needed for successful transitions to stable, productive lives. The program serves formerly incarcerated people and incorporates life skills education, short-term paid transitional employment, full-time job placement and post-placement services.

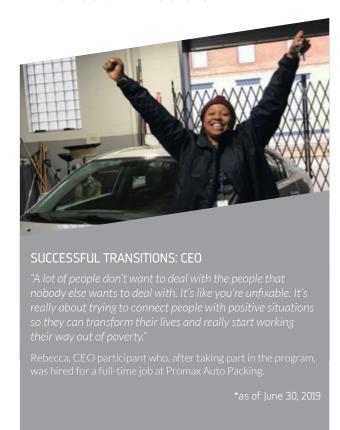
NEED IDENTIFIED: Barriers facing people returning from incarceration.



KEY RESULT: 72% of people who enrolled in CEO graduated and were employed.

INDIVIDUALS SERVED IN 2018-19: 161





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PORTFOLIO **REPORT** 2018-2019

CENTER FOR EMPLOYMENT OPPORTUNITIES

Launched 2018

The Center for Employment Opportunities (CEO) works with participants to regain the skills and confidence needed for successful transitions to stable, productive lives. The program serves formerly incarcerated people and incorporates life skills education, short-term paid transitional employment, full-time job placement and post-placement services.

NEED IDENTIFIED: High rates of recidivism and unemployment for young adults.



KEY RESULT: 9.9% recidivism rate within the first year of enrolled participants, significantly lower than Michigan's average.

INDIVIDUALS SERVED IN 2018-19: 88



GAINING SKILLS AND CONFIDENCE: CEO

Children and Families Served This Year

of Portfolio **Organizations**

\$600,000

Total Funding Committed by GreenLight to Portfolio Organizations

\$92,957

Additional Non-GreenLight Funds Raised by Portfolio Organizations to Date

Staff Members **Currently Working** for Portfolio Organizations

Local Board Members

Local Selection Advisory Council Members

EXECUTIVE DIRECTOR: CARRIE COOK

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PORTFOLIO | **REPORT** 2018-2019

PARENTCHILD+

Launched 2019

ParentChild+ is an early literacy, parental engagement and school readiness model for two and three year-old children and their parents. The program works to strengthen parent-child interaction and build language- and learning-rich homes that enhance children's literacy, cognitive and social-emotional skills, preparing children for success in pre-K and beyond.

NEED IDENTIFIED: Third grade literacy proficiency is at 39% for Charlotte-Mecklenburg Schools, and even lower for African American students (22%) and Latino students (18%).



KEY RESULT: ParentChild+ graduates enter school performing 10 months above their **chronological age.** ParentChild+ is getting its work underway in Charlotte with a goal of serving 400 families annually by 2022.

of Portfolio Organizations

\$600,000 Total Funding Committed by GreenLight to Portfolio Organizations

Local Selection Advisory Council Members



40%(3)

of all Charlotte pre-K students understand the words they hear

39%

Third grade literacy proficiency for Charlotte-Mecklenburg Schools

STRENGTHENING LITERACY PROFICIENCY AND TWO-GENERATION SUPPORT



GreenLight Fund KANSAS CITY RESULTS

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2018-2019

PORTFOLIO REPORT

ON THE WAY TO BETTER OPPORTUNITY FOR ALL

GreenLight Kansas City is working alongside a recently formed Selection Advisory Council to identify persistent, urgent gaps and search the country for the most promising, proven solutions to those challenging poverty-related issues.

By late 2019, Kansas City will select its first portfolio organization to address an urgent, unmet need, providing improved opportunities for children and families in Kansas City. GreenLight's investment and on-the-ground supports will ensure the program is up and running quickly, making an impact in Kansas City's under-resourced community.



\$4,400,000 **Local Funding** Secured





DATA INFORMING OUR WORK



ALMOST HALF of third graders in Kansas City, Missouri end the year **READING BELOW GRADE LEVEL**, increasing their risk of not graduating high school and IMPACTING FUTURE EMPLOYMENT POTENTIAL.1



Nearly 4 OUT OF 10 youth and children LIVE BELOW THE POVERTY LEVEL in Wyandotte County, Kansas.²



FORTY-TWO EVICTIONS are filed PER DAY in Jackson County, Missouri, IMPACTING EMPLOYMENT, HEALTH, STUDENT MOBILITY and difficulty securing FUTURE HOUSING.3

GreenLight Fund ATLANTA RESULTS

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REPORT 2018-2019

PORTFOLIO

COMMITTED TO COMMUNITY. INNOVATION AND OPPORTUNITY

Launched in January 2019, GreenLight Atlanta aims to bring promising and proven solutions to address community-identified gaps in Metro Atlanta's most pressing and complex poverty-related challenges.

An in-depth local needs assessment is well underway and our objective is clear — to uncover opportunities for transformation, identifying urgent issues not being directly addressed, where innovative, proven and sustainable approaches will make a significant difference in the lives of low-income children, youth and families.

A Selection Advisory Council is currently being formed with a target of 30 local thought leaders committed to sharing their unique experience, expertise and perspective to make a difference. Together we will begin the selection process in November 2019 with a first investment in 2020.

\$5,000,000 **Local Funding** Secured





DATA INFORMING OUR WORK



A CHILD RAISED IN THE **BOTTOM 20% INCOME BRACKET** HAS A **7% CHANCE** OF REACHING THE TOP 20% INCOME BRACKET IN HIS/HER LIFETIME.1



25% OF CHILDREN GROWING UP IN LOW-INCOME HOUSEHOLDS ARE **READING PROFICIENTLY** BY THE END OF **3RD GRADE**.²



42% OF CHILDREN IN ATLANTA LIVE IN HIGH-POVERTY AREAS.3



60% OF AFRICAN AMERICAN HOUSEHOLDS HAVE INSUFFICIENT SAVINGS TO KEEP THEM OUT OF POVERTY FOR AT LEAST THREE MONTHS.4



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 won't quit until that future happens.

For more information on GreenLight Fund happenings, insights and stories, visit

greenlightfund.org



