



GreenLight Fund

PORTFOLIO  
REPORT  
2018-2019



INVESTED IN CHANGE  
*Growing Impact Across the Network*

Reported as of June 30, 2019

## 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



ROOTED  
IN COMMUNITY



FOCUSED  
ON SUSTAINABILITY



DIVERSITY, EQUITY  
AND INCLUSION

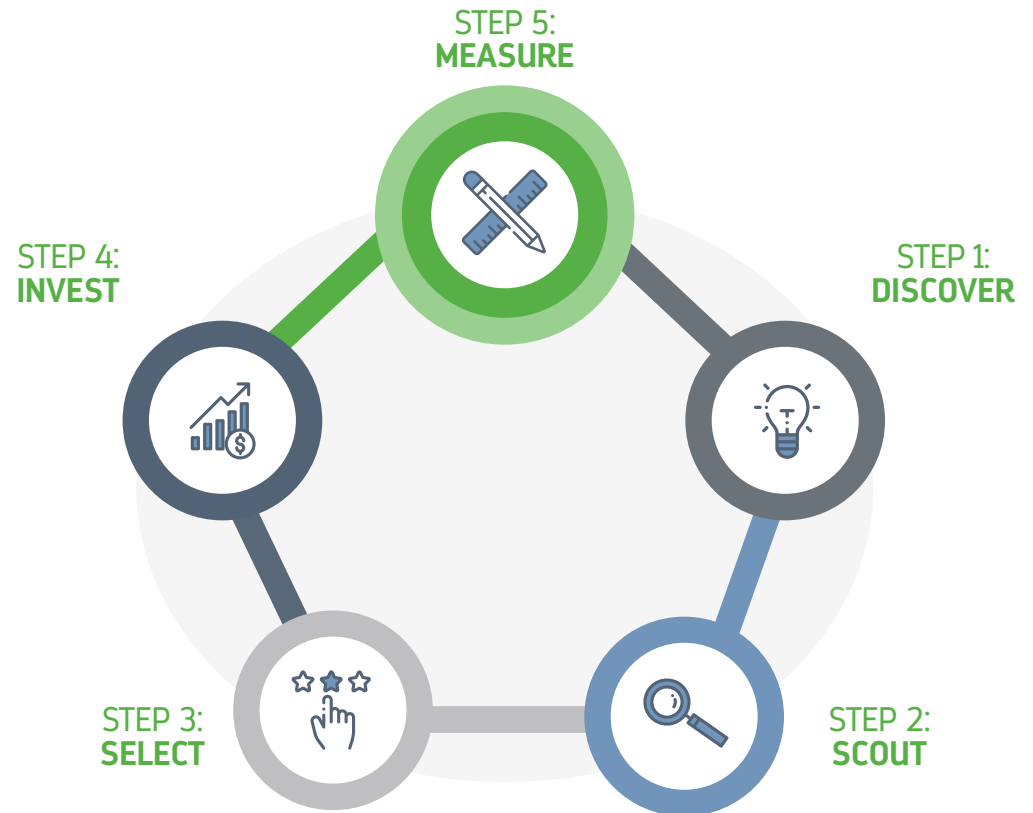


## THE GREENLIGHT METHOD

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.

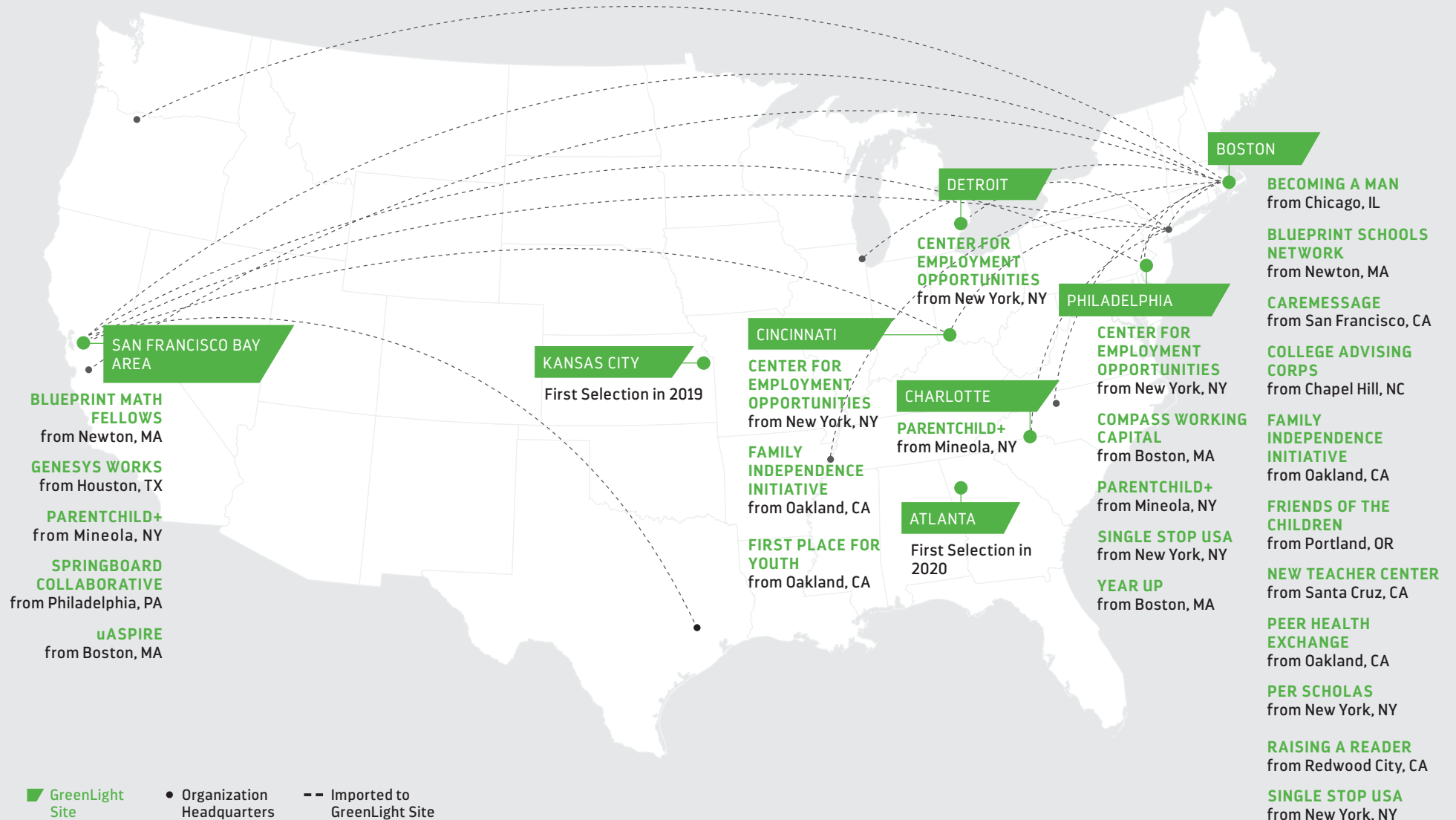


### OUR LEARNING JOURNEY

A third-party qualitative evaluation of GreenLight's impact was an opportunity to learn where our approach is making a difference for portfolio organizations and where we could adjust our approach to deepen their community impact quickly and effectively. Results were positive, "GreenLight's value proposition... is validated and appears to be unique in the philanthropic space," and recommendations for improvement are being implemented.

*Third party evaluator: Learning for Action*

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.



\*as of June 30, 2019

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PORTFOLIO  
ORGANIZATIONS

110,352 

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 

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

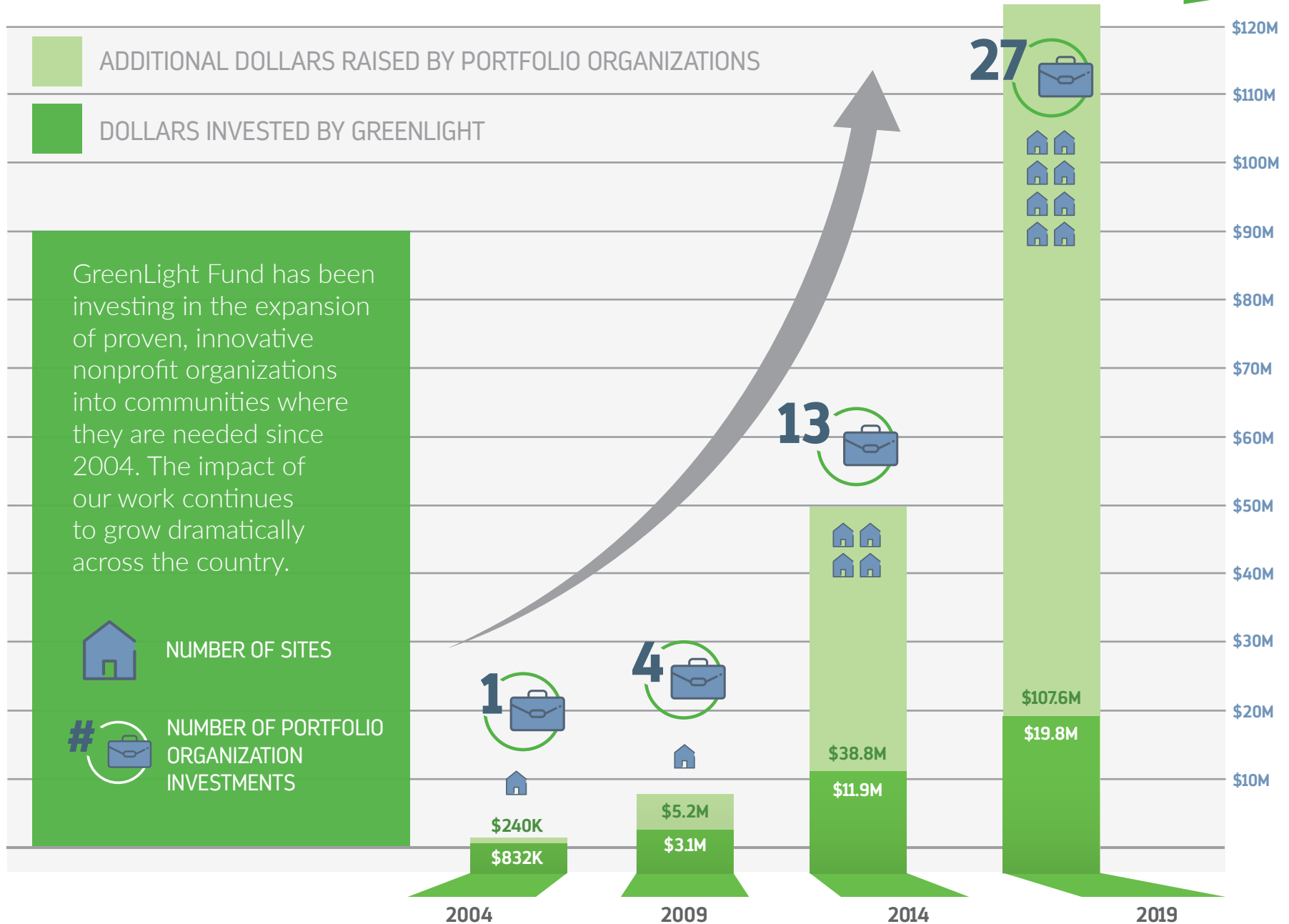
184 

ACTIVE LOCAL BOARD MEMBERS  
PARTICIPATING WITH PORTFOLIO  
ORGANIZATIONS

\$107,557,926



ADDITIONAL NON-GREENLIGHT  
FUNDS RAISED BY PORTFOLIO  
ORGANIZATIONS TO DATE



\*as of June 30, 2019

# GreenLight Fund OUR INVESTMENTS

PORTFOLIO  
REPORT  
2018-2019



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## 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

Devon\* entered 9th grade with little interest in school. Living in a single-parent household, Devon had significant financial and caretaking responsibilities at home, and school had become the place where he could shed that burden. With additional challenges during his sophomore year, he disengaged from his academic work, and his relationships with his teachers suffered.

BAM changed that for Devon — his BAM Counselor helped him to formulate a plan for success. Devon began implementing some of the techniques he learned in BAM to tackle challenges one day at a time, and with the support of his BAM Counselor and BAM

brothers, he climbed his way out of the hole he was in at school.

*"BAM introduced me to a brotherhood that I thought I'd never have. All my brothers in BAM are family, not friends...I know I got them and they got me, I love each and every one of them even if we don't always agree or get along. Without them I wouldn't be who I am today."*

*"The college tours have motivated and inspired me to have self-determination and to have goals to reach in the future. They also showed me a different environment of my people working together instead of against each other, and that made me want to join them. I can't wait till it's time for me to go to college."*

\*Name changed for confidentiality.

\*as of June 30, 2019



## 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 full-time 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**

## 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**

## 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**

## YVLIFESSET

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

When Johanny began her journey in FII, she had a two-year old son and was pregnant with her second child. She was referred to FII by a medical staffer at the hospital where she received care. She felt it was a timely blessing.

At the time, she had no employment, an empty apartment, no license, no car and wanted to pursue a college education. As her cohort met every month, they inspired each other. It was a friendly competition, as members reported their progress each month, thus motivating all to work on their own goals.

At first, it simply was a relief to receive the resources from FII. With these, she was able to pay bills and address living costs. Then, through her activities with FII, she saw the need for community building. She grew into leadership positions herself, even becoming an FII Fellow.

After she met her initial three goals, Johanny continued to add three more, and three more after that.

Currently she is working as a family counselor for a community organization and is studying at Lesley University, pursuing her bachelor's degree in Art Therapy. Through hard work and the momentum created through the FII partnership, she was able to reach the goals for her and her family.

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.

INDIVIDUALS SERVED IN 2018-19: 3,339

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



\*as of June 30, 2019



## 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](https://greenlightfund.org)



GreenLight Fund

Photos provided by portfolio organizations