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

ROOTED IN COMMUNITY

COMMITTED TO EXCELLENCE

FOCUSED ON SUSTAINABILITY

COLLABORATIVE

DIVERSITY, EQUITY AND INCLUSION

COMMITTED TO EXCELLENCE
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

*as of June 30, 2019
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*
### Nationally by the Numbers

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portfolio Organizations</td>
<td>27</td>
</tr>
<tr>
<td>Number of children and families served this year</td>
<td>110,352</td>
</tr>
<tr>
<td>Selection Advisory Council Members across sites</td>
<td>262</td>
</tr>
<tr>
<td>Staff currently working for Portfolio Organizations</td>
<td>223</td>
</tr>
<tr>
<td>Invested in Greenlight Portfolio Organizations</td>
<td>$19,775,160</td>
</tr>
<tr>
<td>Active Local Board Members participating with Portfolio Organizations</td>
<td>184</td>
</tr>
<tr>
<td>Additional Non-Greenlight Funds raised by Portfolio Organizations</td>
<td>$107,557,926</td>
</tr>
</tbody>
</table>

**Greenlight Sites:**
- Atlanta, Boston, Charlotte, Cincinnati, Detroit, Kansas City, Philadelphia, San Francisco Bay Area

*as of June 30, 2019*
GreenLight Fund has been investing in the expansion of proven, innovative nonprofit organizations into communities where they are needed since 2004. The impact of our work continues to grow dramatically across the country.

**Additional Dollars Raised by Portfolio Organizations**

$107.6M

**Dollars Invested by GreenLight**

$19.8M

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Portfolio Organization Investments</th>
<th>Number of Sites</th>
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</thead>
<tbody>
<tr>
<td>2004</td>
<td>1</td>
<td>4</td>
</tr>
<tr>
<td>2009</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>2014</td>
<td>13</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>27</td>
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</tbody>
</table>

*as of June 30, 2019*
SAN FRANCISCO BAY AREA RESULTS

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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:

<table>
<thead>
<tr>
<th>$600K</th>
<th>$600K</th>
<th>$200K</th>
<th>$1.5M</th>
</tr>
</thead>
<tbody>
<tr>
<td>GreenLight Fund</td>
<td>FIRST 5 Santa Clara County</td>
<td>Additional Philanthropy</td>
<td>Additional Public Funding Unlocked</td>
</tr>
</tbody>
</table>

4,980 Children and Families Served This Year
$4,233,732 Total Funding Committed by GreenLight to Portfolio Organizations
$22,815,451 Additional Non-GreenLight Funds Raised by Portfolio Organizations to Date

5 # of Portfolio Organizations
25 Staff Members Currently Working for Portfolio Organizations
50 Local Selection Advisory Council Members

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.

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

IMPROVING MATH PROFICIENCY: BLUEPRINT MATH
“Blueprint is improving outcomes for Bret Harte students by creating a safe space for students to learn and grow. Students are willing to take risks and make mistakes because they know they will have the support of the Fellows and their peers to turn those errors into a stronger and clear understanding of mathematics.”

April Harris-Jackson, M.Ed Principal
Bret Harte Middle School

*as of June 30, 2019
SAN FRANCISCO BAY AREA RESULTS (continued)

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

GREENLIGHT Fund

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.
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

Photos provided by portfolio organizations