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

*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.
27 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 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

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<thead>
<tr>
<th>Year</th>
<th>Dollars Raised</th>
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<tbody>
<tr>
<td>2004</td>
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<tr>
<td>2009</td>
<td>$5.2M</td>
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<tr>
<td>2014</td>
<td>$38.8M</td>
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<tr>
<td>2019</td>
<td>$107.6M</td>
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*as of June 30, 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

BUILDING EARLY LITERACY SKILLS: PARENTCHILD+

“When me and Amari started this program, we didn’t know what to expect, but I am forever grateful that we signed up. In the beginning, Amari was a challenging kid for them to work with. He was shy and would barely speak to them. He would sit very close to me and wouldn’t let them come nowhere close to him. He didn’t want to play or read the stories with them. Thank goodness they left sheets behind with ideas for me to use.

“But now Amari has built the best relationship with them. When his worker (ELS) pulls up to the house, he is like the little Duracell Bunny he just keeps going and going screaming her name. He loves reading the stories and playing the learning games with her. But when she leaves, he would ask me to read the stories and play the games 100 times. He learned so much... his shapes. Colors. Counting. And can even master small puzzles without me. “Me putting him in this program is one of the best things I could have done for him as his mother.”

Ameesha, mother of Amari and now working with families in North Philadelphia as a ParentChild+ Early Learning Scholar (ELS)

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
PHILADELPHIA RESULTS (continued)

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

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: 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 low-income 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

“I am grateful I stuck through it all. This program changed the course of my life. Not only that, but I’ve also met some great people and made some fantastic friends while learning here. I learned that it wasn’t just important to form an understanding of the subjects taught but also equally important to learn teamwork. To learn the value of community and the power of self-awareness. This program is structured for a year because it takes a year, not more and not less. Students should trust in themselves as they find employment and trust others.”

Jose Hernandez, July 2019 Year Up graduate

PORTFOLIO REPORT
2018-2019
EXECUTIVE DIRECTOR: OMAR WOODARD
www.greenlightfund.org/philadelphia
owooodard@greenlightfund.org
(267) 879-1991
@GreenLightPHL

# of Portfolio Organizations
5

Local Board Members
57

Staff Members Currently Working for Portfolio Organizations
59

Local Selection Advisory Council Members
39

Children and Families Served This Year
4,725

Total Funding Committed by GreenLight to Portfolio Organizations
$4,159,527

Additional Non-GreenLight Funds Raised by Portfolio Organizations to Date
$13,421,579

*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