

GreenLight Fund

PORTFOLIO REPORT 2019 - 2020

15 YEARS
OF
IMPACT.



REPORTED AS OF JUNE 30, 2020

With 15 years of implementing the GreenLight Method, starting in Boston and now in nine sites, we are proud to share the annual results of our 33 portfolio organizations that collectively reached 325,364 individuals and families this past year.

And this has been a year like no other.

The global pandemic has laid bare the vast health and economic disparities in our country. The movement for long overdue racial justice for Black Americans has underscored the historic and ongoing racism that has shaped much of the poverty in this country. GreenLight remains committed for the long term to help close those disparities by partnering with communities to address barriers to opportunity for people experiencing poverty, most of whom confront deep-rooted inequities daily and will suffer the most and longest from COVID-19 and its aftermath.

In this year's Portfolio Report focused on the results of our portfolio organizations, we share some affirming results, uplifting participant stories, promising innovations and ways our team works to embed programs in our communities and center local voices in our process.

The strategic and operational support our site teams provide portfolio organizations has always been a pillar of our model. When COVID hit our communities, our local teams worked closely with portfolio organizations as they quickly transitioned to virtual, navigated operational and fundraising challenges and saw the need for their services spike. In the following pages, we are proud to highlight how our portfolio organizations have stepped up in this extraordinary year to provide needed services safely while also expanding to reach more residents and address participants' immediate needs, including providing groceries, diapers and even cash assistance.

While our country and communities continue to face interrelated health, economic and racial justice crises, we recognize that we have a long way to go. GreenLight is committed to the deep and sustained work of challenging inequities. We are applying a racial justice lens to everything we do – our work with communities, our program model and our internal processes – to ensure we are centering equity. To address the crisis of poverty, we must also dismantle injustice.

As we reflect on this year and share the results of our teams and portfolio organizations across the country, we are so grateful for our partners, investors, Selection Advisory Councils and community members who make our work and impact possible.

Warmly,



MARGARET HALL

CEO and Co-founder



JOHN SIMON

Board Chair and Co-founder

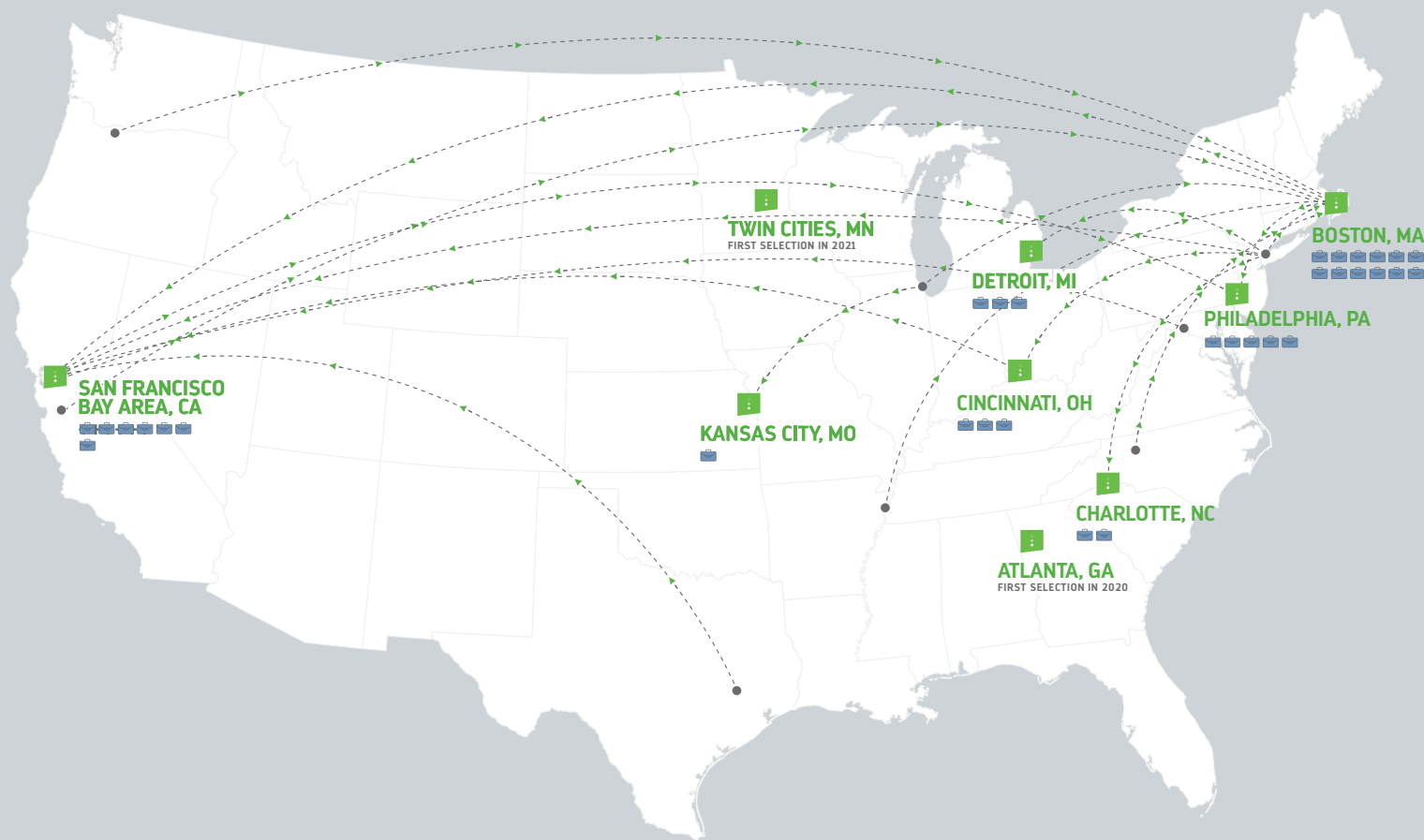


We are proud
to highlight how
our portfolio
organizations have
stepped up in this
extraordinary year.

GreenLight Fund NATIONAL NETWORK

Programs addressing social challenges in innovative and effective ways exist, but they may not be found close to home.

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



- GREENLIGHT SITE
- PORTFOLIO ORGANIZATIONS' HEADQUARTERS
- > IMPORTED TO GREENLIGHT SITE
- NUMBER OF PORTFOLIO ORGANIZATIONS

BOSTON

BECOMING A MAN

from Chicago, IL

BLUEPRINT SCHOOLS NETWORK

from Newton, MA

CAREMESSAGE

from San Francisco, CA

COLLEGE ADVISING CORPS

from Chapel Hill, NC

FAMILY INDEPENDENCE INITIATIVE

from Oakland, CA

FRIENDS OF THE CHILDREN

from Portland, OR

NEW TEACHER CENTER

from Santa Cruz, CA

PEER HEALTH EXCHANGE

from Oakland, CA

PER SCHOLAS

from New York, NY

RAISING A READER

from Redwood City, CA

SINGLE STOP USA

from New York, NY

YV LIFESET

from Memphis, TN

SAN FRANCISCO BAY AREA

BLUEPRINT MATH FELLOWS

from Newton, MA

EVERYONEON

from Washington, DC

FOOD CONNECT

from Philadelphia, PA

GENESYS WORKS

from Houston, TX

PARENTCHILD+

from Mineola, NY

SPRINGBOARD

from Philadelphia, PA

UASPIRE

from Boston, MA

PHILADELPHIA

CENTER FOR EMPLOYMENT OPPORTUNITIES

from New York, NY

COMPASS WORKING CAPITAL

from Boston, MA

PARENTCHILD+

from Mineola, NY

SINGLE STOP USA

from New York, NY

YEAR UP

from Boston, MA

CINCINNATI

from New York, NY

FAMILY INDEPENDENCE INITIATIVE

from Oakland, CA

FIRST PLACE FOR YOUTH

from Oakland, CA

DETROIT

CENTER FOR EMPLOYMENT OPPORTUNITIES

from New York, NY

NEW TEACHER CENTER

from Santa Cruz, CA

SPRINGBOARD

from Philadelphia, PA

CHARLOTTE

from Mineola, NY

CENTER FOR EMPLOYMENT OPPORTUNITIES

from New York, NY

KANSAS CITY

YOUTH GUIDANCE: BECOMING A MAN & WORKING ON WOMANHOOD

from Chicago, IL

ATLANTA

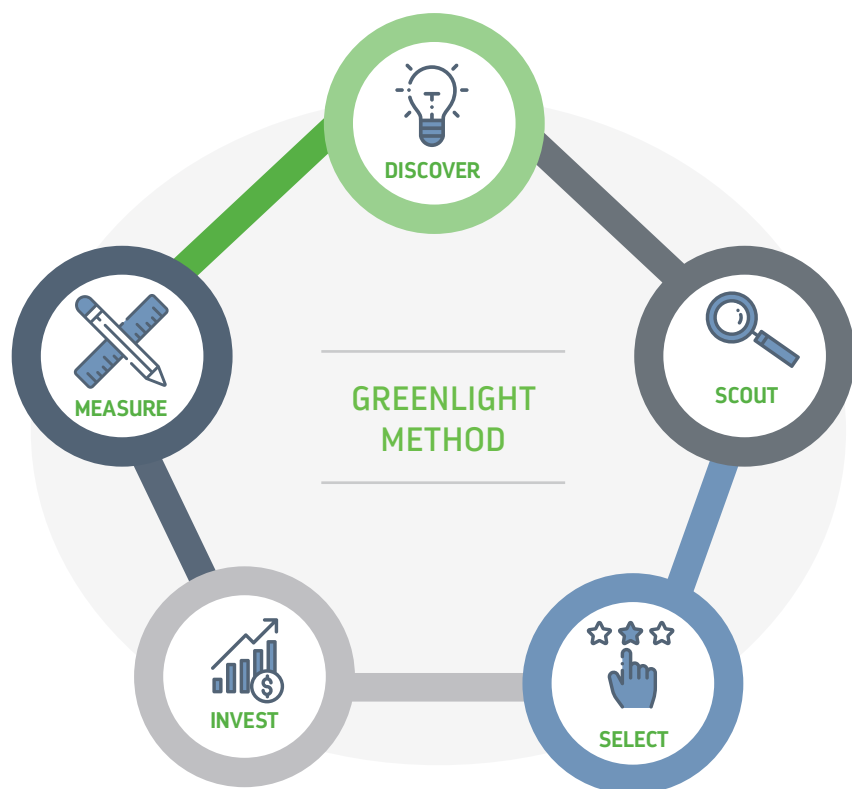
First Selection in 2020

TWIN CITIES

First Selection in 2021

OUR APPROACH

The **GreenLight Method** is our approach to identify proven social innovations that address the needs that matter most to residents facing systemic barriers to economic opportunity. To center local voices in the process, we partner with a Selection Advisory Council (SAC) in each of our sites made up of a diverse and inclusive group of local leaders and residents from across the community.



DISCOVER

Through conversations across multiple sectors, local data reports and listening to many voices, the local site team and the SAC look deeply at issue areas driven by racial and economic disparities in the region and identify community needs not yet being fully addressed.

SCOUT

The team searches the country and deeply vets proven programs best suited to tackle those needs locally.

SELECT

In partnership with the SAC, an innovative program with significant, measurable results and the best local fit is selected.

INVEST

GreenLight helps the selected organization reach and sustain impact locally with multi-year unrestricted funding, on-the-ground support and strategic partnership development.

MEASURE

At the outset with each portfolio organization, GreenLight identifies and documents the programmatic and financial indicators to be measured and sets annual goals for those measures. Each year, portfolio organizations report on those measures, a sampling of which you'll find in this report.

INVEST: PORTFOLIO SUPPORT

EMBEDDING ORGANIZATIONS LOCALLY FOR LONG-TERM IMPACT

Beyond multi-year, unrestricted funding, GreenLight provides ongoing support to maximize impact and sustainability.

EARLY STAGE

"GreenLight has helped us establish partnerships much faster and more effectively than we could on our own. They know who to reach out to... that can expedite conversations and lead us to a final decision. We couldn't have launched and seen such success without them."

PATIENCE LEWIS-WALKER

Deputy Executive Director,
Center for Employment Opportunities

Assist hiring local leader

Facilitate partnerships & convenings

Help navigate local landscape

Partner on start-up planning

*"What would take me 2-3 years to build is now taking one phone call from you.
#Jawdropping"*

MEGHA KULSHRESHTHA

Executive Director, Food Connect

NETWORKING

"GreenLight has provided valuable connections to potential funder partners and their early support was critical in helping to establish our credibility and brand awareness in the Greater Boston community."

ROBIN NADEAU

Managing Director, Per Scholas Boston

Leverage connections to follow-on funding

Open opportunities for visibility & brand recognition locally

"Greenlight has brokered introductions that have yielded big investments for Springboard over the years. They really understand how to spawn new relationships that equally benefit their grantees and social investors."

JEFF FEINMAN

VP Partnerships, Springboard Collaborative

THOUGHT PARTNERSHIP

"GreenLight exemplifies real partnership through philanthropy. From connecting us to media opportunities to facilitating peer learning, we've felt supported and championed to succeed."

MARKITA MORRIS-LOUIS

Chief Strategy Officer, Compass Working Capital

Local advisory board member & board development support

Convene local leaders across portfolio organizations

Partner on strategic & management challenges

Assist with operational troubleshooting

"GreenLight's understanding of Boston's education ecosystem and relationships with key city stakeholders helped us navigate two superintendent transitions within our first three years of implementation."

SHAWN BROWN

Executive Director, BAM Boston

"I cannot count the number of times Kate has provided direction that has helped lead us to a successful outcome."

SAHAAR REZAIE

Executive Director, Genesys Works Bay Area

MEASURE: NATIONALLY BY THE NUMBERS

DIVERSITY OF PORTFOLIO ORGANIZATIONS: DEPTH AND BREADTH

Innovative organizations are selected for their proven results, local fit and ability to effectively address a community-identified unmet need.

That need may warrant going deep with a small, targeted population or going broad with a larger subset of the community. In either case, we measure results against the goals we set for that program, addressing the community-identified need in ways that address deep-rooted disparities and open opportunities for individuals and families to thrive.

9 
GREENLIGHT SITES


33 
PORTFOLIO ORGANIZATIONS

199 
ACTIVE LOCAL BOARD MEMBERS PARTICIPATING
WITH PORTFOLIO ORGANIZATIONS

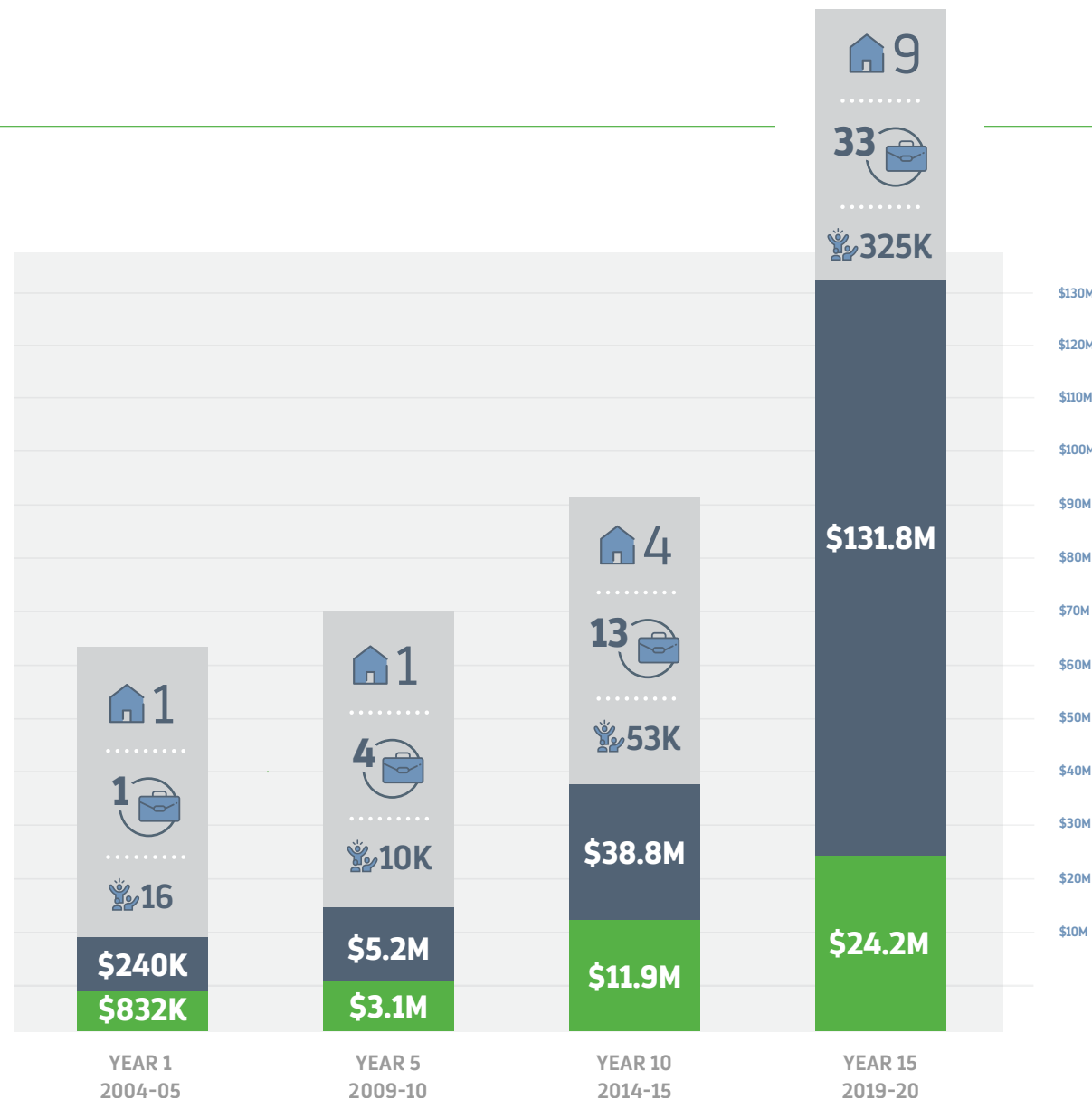
325,364 
INDIVIDUALS AND FAMILIES
REACHED THIS YEAR

\$24,188,618 
INVESTED IN GREENLIGHT PORTFOLIO
ORGANIZATIONS TO DATE

279 
SELECTION ADVISORY COUNCIL
MEMBERS ACROSS SITES

\$131,840,991 
ADDITIONAL NON-GREENLIGHT FUNDS RAISED BY
PORTFOLIO ORGANIZATIONS TO DATE

15 YEARS OF GROWING IMPACT ACROSS THE NETWORK



OUR INVESTMENTS



CININNATI RESULTS

FIRST PLACE FOR YOUTH

LAUNCH 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 serve **90% of those aging out of the foster care system** in Hamilton County each year. With delayed launch and onset of COVID, one participant as of end of June.

INDIVIDUALS REACHED IN 2019-20

1

FAMILY INDEPENDENCE INITIATIVE

LAUNCH 2017

The Family Independence Initiative (FII) trusts and invests directly in families with low incomes so they can work individually and collectively to achieve prosperity. Families use their UpTogether platform to build connections, discover each other's expertise, find support and access dollars.

NEED IDENTIFIED

Working families unable to break the cycle of poverty.

KEY RESULT

FII enrolled families' **average monthly income increased by 25.6%**, 35% above target.

INDIVIDUALS REACHED IN 2019-20

789

CENTER FOR EMPLOYMENT OPPORTUNITIES

LAUNCH 2017

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 people who were formerly incarcerated and incorporates life skills education, short-term paid transitional employment, full-time job placement and retention services.

NEED IDENTIFIED

High rates of recidivism and unemployment for young adults reentering after incarceration.

KEY RESULT

Recidivism rate after 3 years was **16.9%**, nearly half the Hamilton County rate.

INDIVIDUALS REACHED IN 2019-20

89

\$1.3M TO LOCAL FAMILIES IMPACTED BY COVID-19: FII



FII quickly shifted at the start of COVID. Through the national #GiveTogetherNow campaign, 2,358 local families economically impacted by the pandemic received one-time cash assistance using FII's UpTogether platform totaling \$1.3M. Cincinnati's COVID-19 Regional Response Fund, Project LIFT partners, Greater Cincinnati Foundation and United Way of Greater Cincinnati supported via cash assistance for housing stability. All 2,358 families can join FII's UpTogether platform to support each other and move up together.

"I am a father of five kids and it has been a challenge to keep things maintained in the middle of this pandemic. I cannot express how much of a blessing this is."

Corey Sherman, Cincinnati resident

BY THE NUMBERS : CININNATI

8

Staff members
working for portfolio
organizations

879

Individuals and
families reached

\$1,820,000

Total funding committed by GreenLight
to portfolio organizations

\$6,384,569

Additional non-GreenLight funds raised by
portfolio organizations to date

GreenLight Fund

PORTFOLIO REPORT 2019 - 20

15 YEARS OF IMPACT

GREENLIGHT IS INVESTED IN CHANGE

GreenLight is committed for the long term to partnering with communities to sustainably address systemic barriers and inequities often driven by racial injustice so that all individuals and families have the opportunity to thrive.

For more information about GreenLight Fund's model, insights and stories, visit

[GREENLIGHTFUND.ORG](https://greenlightfund.org)

