

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

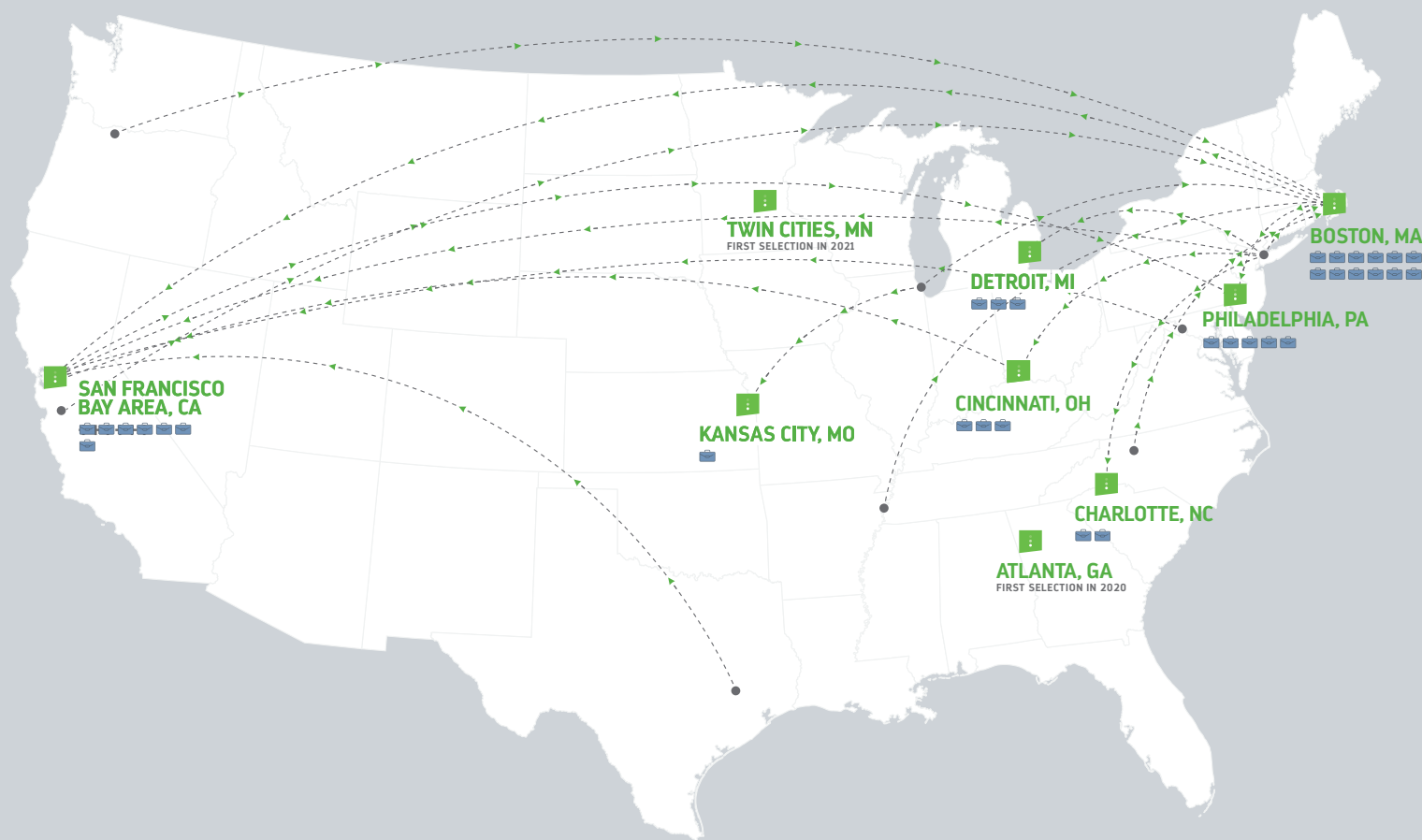


We are proud
to highlight how
our portfolio
organizations have
stepped up in this
extraordinary year.

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.



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

CENTER FOR EMPLOYMENT OPPORTUNITIES

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

PARENTCHILD+

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

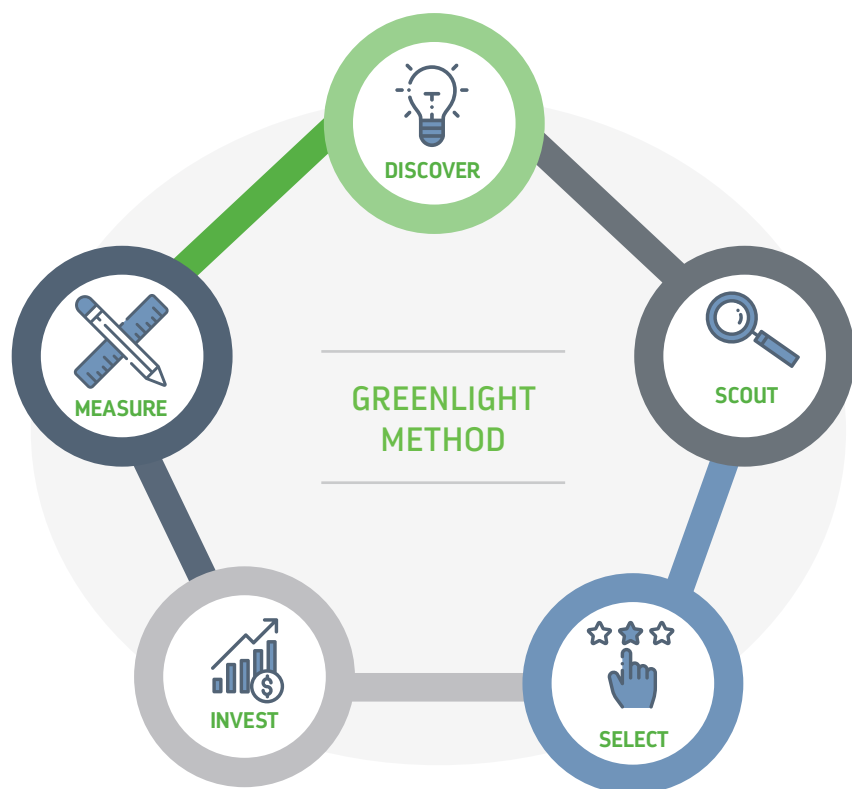
First Selection in 2020

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

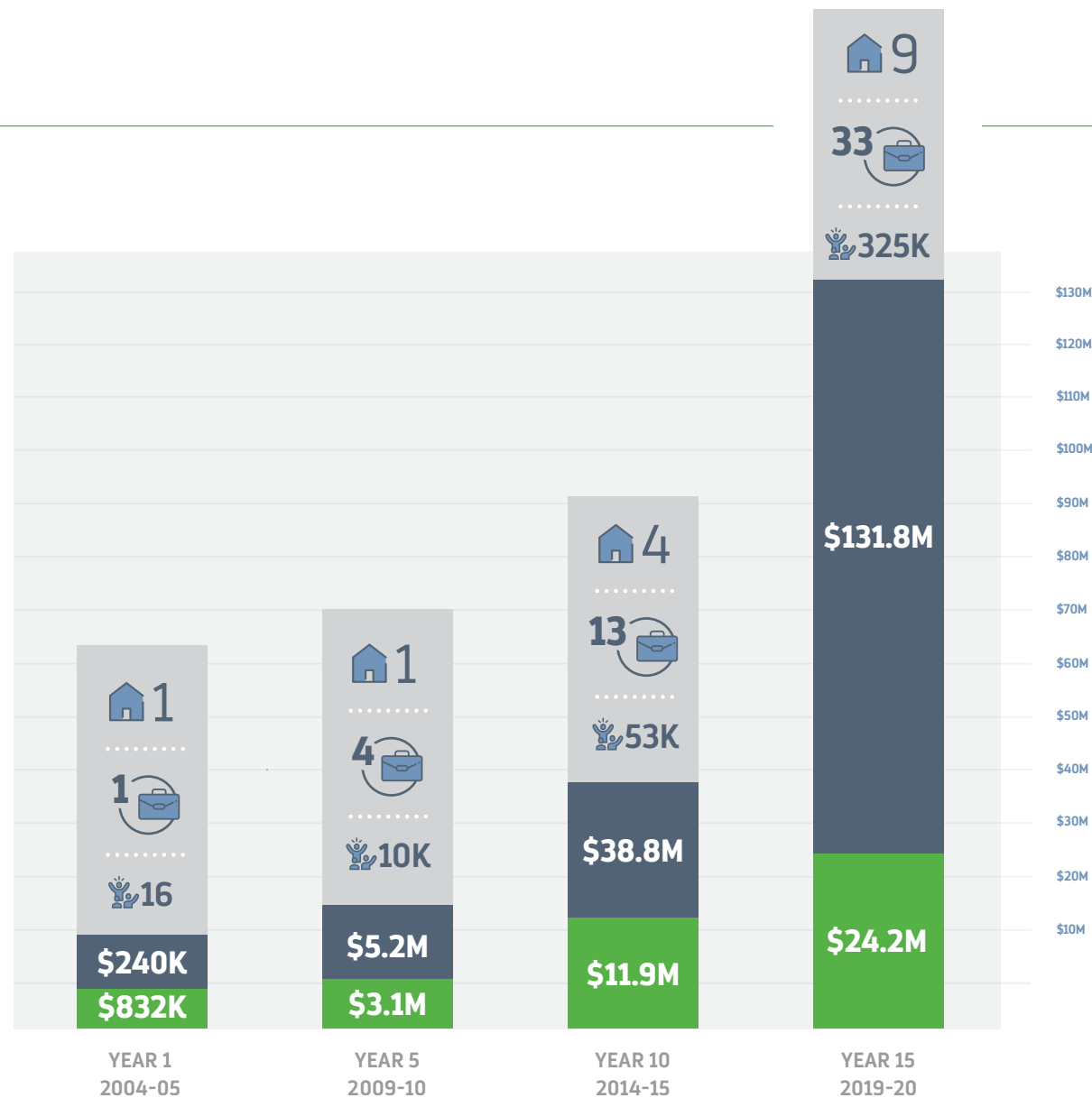
325,364 
INDIVIDUALS AND FAMILIES
REACHED THIS YEAR

\$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



PHILADELPHIA RESULTS

COMPASS WORKING CAPITAL

LAUNCH 2018

Compass Working Capital (Compass) is putting the tools to build assets and financial capabilities into the hands of families with low incomes. By providing individualized financial coaching, Compass 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

Participants' **average escrow savings: \$8,557.**

INDIVIDUALS REACHED IN 2019-20

847

PARENTCHILD+

LAUNCH 2016

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

Only 66% of third graders in Philadelphia were reading at grade level.

KEY RESULT

Assessments indicate **81%** of children completing the program are **ready for kindergarten.**

FAMILIES REACHED IN 2019-20

760

SETTLING INTO A NEW HOME: COMPASS



Tanya is a single mother of 2 young children. She started the federal Family Self-Sufficiency (FSS) program in 2016 with a goal of homeownership. During her time in the program, she not only grew her earned income, she completed housing counseling and increased her credit score by over 150 points. Tanya was scheduled to close on her first home at the end of March.

When the pandemic hit, the Compass-Clarifi team rallied to get Tanya's escrow check from the Philadelphia Housing Authority and hand-deliver it to her at her closing, just before the city's stay at home order went into effect. Tanya and her family have been experiencing the quarantine in a home of their own.

BY THE NUMBERS : PHILADELPHIA

5

Portfolio organizations

4,798

Individuals and families reached

\$4,159,526

Total funding committed by GreenLight to portfolio organizations

\$18,543,607

Additional non-GreenLight funds raised by portfolio organizations to date

39

Local Selection Advisory Council Members

3

Number of boards GreenLight serving on

EXECUTIVE DIRECTOR:

OMAR WOODARD

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PHILADELPHIA RESULTS

CENTER FOR EMPLOYMENT OPPORTUNITIES

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

NEED IDENTIFIED

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

KEY RESULT

64% of participants in **permanent job placement** after one year.

INDIVIDUALS REACHED IN 2019-20

138

YEAR UP

LAUNCH 2013

Year Up's mission is to close the opportunity divide by ensuring young adults gain the skills, experiences and support that will empower them to reach their potential through careers and higher education.

NEED IDENTIFIED

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

KEY RESULT

Average **hourly wage** of young adults post-program: **\$19.04**.

INDIVIDUALS REACHED IN 2019-20

92

SINGLE STOP USA

LAUNCH 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 associate degree within six years.

KEY RESULT

\$2,102,167 drawn down by **Community College students** in cash/non-cash benefits to support students' progress towards degree completion.

INDIVIDUALS REACHED IN 2019-20

2,961



SUCCESSFUL TRANSITIONS: CEO

Nearly a year after his release from prison, Daniel was struggling to find employment and enrolled in CEO. Daniel immediately established himself as a standout worker on crew and was declared Job Start Ready after his first assessment. Daniel used the interview and networking skills he learned and quickly landed a position as a Barista at a Starbucks in Center City Philadelphia where he's been for over a year.

He is working his way up in the company and has spoken with regional management about the benefits of hiring returning citizens. Daniel is optimistic about his future. His goals include moving up to Shift Supervisor at Starbucks, going back to school for business or psychology and coming back to CEO to work with individuals who have similar shared experiences.

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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)

