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.
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.
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.
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

**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

**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

---

**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

**Leverage connections to follow-on funding**

**Open opportunities for visibility & brand recognition locally**

**Partner on strategic & management challenges**

**Assist with operational troubleshooting**

“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

“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
**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.

### MEASURE: NATIONALLY BY THE NUMBERS

<table>
<thead>
<tr>
<th>Description</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greenlight Sites</td>
<td>9</td>
</tr>
<tr>
<td>Portfolio Organizations</td>
<td>33</td>
</tr>
<tr>
<td>Active local board members participating with portfolio organizations</td>
<td>199</td>
</tr>
<tr>
<td>Individuals and families reached this year</td>
<td>325,364</td>
</tr>
<tr>
<td>Invested in Greenlight portfolio organizations to date</td>
<td>$24,188,618</td>
</tr>
<tr>
<td>Additional non-Greenlight funds raised by portfolio organizations to date</td>
<td>$131,840,991</td>
</tr>
</tbody>
</table>
15 YEARS OF GROWING IMPACT ACROSS THE NETWORK

- **Number of Greenlight Sites**: 1
- **Number of Portfolio Organization Investments**: 1
- **Individuals Reached**: 16
- **Additional Dollars Leveraged (raised by portfolio organizations)**: 1
- **Dollars Invested by Greenlight**: $240K

YEAR 1 (2004-05):
- $832K

YEAR 5 (2009-10):
- $5.2M

YEAR 10 (2014-15):
- $38.8M

YEAR 15 (2019-20):
- **$131.8M**
- **$24.2M**

Additional dollars leveraged by portfolio organizations:
- YEAR 1: $240K
- YEAR 5: $5.2M
- YEAR 10: $38.8M
- YEAR 15: $131.8M
- YEAR 1: $240K
- YEAR 5: $5.2M
- YEAR 10: $38.8M
- YEAR 15: $131.8M

**Total Dollars Invested by Greenlight**:
- YEAR 1: $240K
- YEAR 5: $5.2M
- YEAR 10: $38.8M
- YEAR 15: $131.8M

**Total Dollars Invested by Greenlight**:
- YEAR 1: $240K
- YEAR 5: $5.2M
- YEAR 10: $38.8M
- YEAR 15: $131.8M
OUR INVESTMENTS
BECOMING A MAN
**LAUNCH 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 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.

**COVID RESPONSE**
BAM had a 78% attendance rate in spring 2020 at a time when BPS struggled to reach 50% virtual school attendance. Responding to scholars, BAM dramatically increased their breadth of services, including increased one-on-one engagement with counselors and tailored relief services to scholars and their families.

**INDIVIDUALS REACHED IN 2019-20**
584

---

PER SCHOLAS
**LAUNCH 2019**
Per Scholas provides tuition-free technology training and professional development to help passionate, 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 Schools (BPS) class of 2011 graduates did not complete college within six years. Now adults, many have aged out of traditional workforce development programs.

**KEY RESULT**
Average starting hourly wage for placed 2019 graduates is nearly $29, significantly exceeding goal of $17 per hour.

**INDIVIDUALS REACHED IN 2019-20**
93

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PURSUING PASSION AND ACHIEVING GOALS: PER SCHOLAS

From a young age, Jerson was interested in computers. In middle school, he would jump in to troubleshoot issues, students and teachers alike sought his help. In high school, he took technology classes to continue developing his skills and then enrolled in UMass Boston to pursue a degree in Computer Science. With the high cost of college, even with a merit-based scholarship, he had to work two jobs and keep up his grades. In time, the financial pressure affected his academic performance and he was forced to withdraw. He still wanted to pursue his passion and ultimately start a career in the tech field. Hearing about Per Scholas, he was skeptical about the legitimacy of a free program, but wanted to learn more because, according to Jerson, “It sounded like an amazing opportunity if it was legit.”

By the end of the 15-week training, Jerson earned his A+ and Network+ certifications with CompTIA. He recently began his career as an IT professional at a major government defense company.

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**BY THE NUMBERS: BOSTON**

<table>
<thead>
<tr>
<th>Portfolio organizations</th>
<th>Individuals and families reached</th>
</tr>
</thead>
<tbody>
<tr>
<td>12</td>
<td>313,074</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Total funding committed by GreenLight to portfolio organizations</th>
<th>Additional non-GreenLight funds raised by portfolio organizations to date</th>
</tr>
</thead>
<tbody>
<tr>
<td>$9,125,360</td>
<td>$74,537,506</td>
</tr>
</tbody>
</table>
**CAREMESSAGE**

**LAUNCH 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**

*Increased patient reach* locally from 3 health centers to 13 over four years.

**INDIVIDUALS REACHED IN 2019-20**

277,210

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**SINGLE STOP USA**

**LAUNCH 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 enrollment amid Boston Public Schools graduates.

**COVID RESPONSE**

Continued to support students through a virtual environment, screening 4,296 students and serving 1,656.

**INDIVIDUALS REACHED IN 2019-20**

1,656

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**FAMILY INDEPENDENCE INITIATIVE**

**LAUNCH 2011**

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**

The 2008-2009 recession.

**KEY RESULT**

*Average increase in earnings* of FII families after 2 years: 9%.

**INDIVIDUALS REACHED IN 2019-20**

2,956

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**BROADENING REACH IN COVID: CAREMESSAGE**

CareMessage, the largest patient-engagement organization in the U.S. focused solely on populations with fewer resources, was well positioned to play a vital role during the pandemic. At the start of COVID-19, they reached 4.2 million patients including nearly 300,000 in Massachusetts with COVID-19 related messaging. CMLight, a COVID-19 specific version of their platform, was launched and offered at no cost for a limited time through targeted philanthropic support.

Nationally, CMLight is now reaching 2.8 million patients. This new platform has dramatically expanded CareMessage’s reach with patients and health centers during the pandemic when it has been needed most, including three new centers in Massachusetts.
REPORTED AS OF JUNE 30, 2020

BOSTON RESULTS

YVLIFESET
LAUNCH 2009
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 the foster care system.

KEY RESULT
95% of youth were successfully living at home or independently at 12 months post-discharge.

INDIVIDUALS REACHED IN 2019-20
466

PEER HEALTH EXCHANGE
LAUNCH 2007
Peer Health Exchange 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
84% of families are reading together at least three times per week after one year in the program.

INDIVIDUALS REACHED IN 2019-20
3,673

FAMILIES REACHED IN 2019-20
7,524

RAISING A READER - MA
LAUNCH 2006
Raising A Reader is an evidence-based early literacy program that helps families with 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
84% of families are reading together at least three times per week after one year in the program.

INDIVIDUALS REACHED IN 2019-20
142

FRIENDS OF THE CHILDREN - BOSTON
LAUNCH 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
96% of youth met or made progress towards their social-emotional skill goals as defined in their individual Road Map for Success.

INDIVIDUALS REACHED IN 2019-20
142

WORKING TOWARDS A POSITIVE FUTURE: FRIENDS OF THE CHILDREN

Jaye lost her mom at a very young age and alternates living with a grandparent and an older sibling. When COVID-19 struck, her life was impacted like others but without emotional supports and a sense of safety. Then she was diagnosed with a life-altering disease, needing major surgery during the height of the pandemic.

Friends-Boston worked to provide the stability she needed to get through her immediate crises. Her Friend (mentor) was there for her, on the phone and virtually, to talk her through the procedure, create concrete steps that gave her a sense of control and later support her to make needed nutrition and exercise changes. Her Friend also worked with her to develop a plan to work remotely on her education, with the goal of graduating next year.

Now recovered, Jaye has a job at Friends-Boston’s Mighty Readers Program, gaining workforce training and experience in an area of interest while helping younger children in reading and comprehension skills.
SAN FRANCISCO BAY AREA RESULTS

FOOD CONNECT
LAUNCH 2020
Bridging the gap between food scarcity and abundance with new technologies that connect rather than compete, Food Connect complements the existing food insecurity ecosystem by training volunteers, managing logistics and executing meal delivery to get food to families in need of dependable and nutritious meals.

YEAR ONE GOAL
Deliver 200,000 meals to Bay Area families.

EVERYONEON
LAUNCH 2020
EveryoneOn is dedicated to creating social and economic opportunity by partnering with communities and organizations to connect families to affordable internet service and computers and deliver digital skills training.

YEAR ONE GOAL
Facilitate internet connectivity for 1,350 families, provide digital literacy training to 250 people and equip 15 organizations to provide training.

ACCELERATED SELECTION TO MEET THE MOMENT
GreenLight Bay Area piloted a three-month accelerated selection process during the summer of 2020 to identify and fund organizations during this unprecedented health and economic crisis. Two issue areas were elevated, food insecurity and digital inequity, that could benefit from innovative solutions, especially now.

GreenLight will provide funding and, over the next three years, actively partner with both Food Connect and EveryoneOn, supporting local hiring, serving on their local advisory boards, advising on strategic planning, and deepening connections to local partners and funders. These investments are within the scope of our Method and process and align with our work towards racial justice and equitable funding practices. Both organizations are led by women of color and have a majority BIPOC (Black, Indigenous and people of color) staff.

“[GreenLight] is being responsive and thoughtful at this critical moment. They are thinking through how the selection process needs to be accelerated to reflect immediate needs, while also staying true to their roots as a long-term funder.”

KAMBA TSHIONYI, Director of External Relations, Haas Center for Public Service, Stanford University

COMMUNITY FEEDBACK

$4,833,732
Total funding committed by GreenLight to portfolio organizations

$31,460,808
Additional non-GreenLight funds raised by portfolio organizations to date

BY THE NUMBERS: SAN FRANCISCO BAY AREA
**SAF FRANCISCO BAY AREA RESULTS**

**PARENTCHILD+**

*LAUNCH 2019*

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**

Gap in services supporting social-emotional learning for two- and three-year-olds.

**COVID RESPONSE**

ParentChild+ expanded services to provide critical support to enrolled families - providing basic needs such as food and diapers.

**FAMILIES REACHED IN 2019-20**

63

**BLUEPRINT MATH FELLOWS**

*LAUNCH 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.

**COVID RESPONSE**

Pivoting to the Google Classroom platform resulted in increased reach to 11 middle schools across Oakland, San Francisco and Pittsburgh. 55% more students than the previous year received daily, small group math tutoring.

**INDIVIDUALS REACHED IN 2019-20**

507

**MEETING FAMILY NEEDS DURING THE PANDEMIC: PARENTCHILD+**

Due to the health, social, economic and emotional impact of COVID-19 on families, ParentChild+ augmented their work with families to meet their needs for basic supplies, connecting them to other resources as needed.

"Our mission is more critical than it has ever been before. I don’t know if WE knew this is what we would be doing. I will be honest, it is a little terrifying that our families in San Jose are asking their Early Learning Specialists, who they have known for a very short period of time, how to get food and toilet paper. They don’t know where else to turn. We use the phrase, ‘families are isolated’ all the time - and THIS is what that means."

*Whitney Evans, Bay Area Director, ParentChild+*
SPRINGBOARD COLLABORATIVE  
**LAUNCH 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. Rapid transition to virtual learning ensured continued results.  

**NEED IDENTIFIED**  
Summer learning loss for elementary school students.  

**KEY RESULTS**  
Average of **3.6 months of reading growth** due to after-school and summer programs, with **91% of families engaging** alongside their children.  

**FAMILIES REACHED IN 2019-20**  
2,896  

UASPIRE  
**LAUNCH 2013**  
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. Virtual advising is a key component of their model.  

**NEED IDENTIFIED**  
Limited technical capacity to advise students on college financial aid.  

**COVID RESPONSE**  
**Expanded services** to 1,400 high school students helping them and their families apply for unemployment benefits or emergency funds and offering tips and support on participating in online classes.  

**INDIVIDUALS REACHED IN 2019-20**  
2,570  

GENESYS WORKS  
**LAUNCH 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 have the opportunity to gain relevant skills and experience leading to success as professionals in the corporate world.  

**NEED IDENTIFIED**  
Workforce development programs for aspiring first-generation college students.  

**COVID RESPONSE**  
New virtual interview platform increased number of applicants by 10%, all interns received **100% of their wages and 104% of internship seats were secured** with 19 employment partners.  

**INDIVIDUALS REACHED IN 2019-20**  
469  

CLOSING THE LITERACY GAP: SPRINGBOARD COLLABORATIVE  

“Only two weeks into the summer literacy program and utilizing the tips from the family workshops, our child had a noticeable increase in comprehension, expression of speech and confidence in reading. This program has already helped us more than what we expected.”  

*Mother of Pre-K student, Fresno Unified School District*
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

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
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.
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:**

- **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

REPORTED AS OF JUNE 30, 2020
LEARNING AND GROWING: CEO

After accepting an offer of full-time employment including benefits with the Detroit Land Bank Authority, Dwight shared, “I appreciate everything CEO has done to get me here. I’ve really benefited from it all, especially the opportunities to learn and grow from interview practices and professional resume services.”

Dwight, who earned the ‘Team player’, ‘Hard Worker’ and ‘Dependable’ badges while working on CEO’s transitional work crew, said that he’s thankful he learned to operate power tools and general construction tasks because those are tangible and transferable skills that will help him earn a meaningful wage.

NEW TEACHER CENTER

LAUNCH 2019

New Teacher Center provides school-based Mentors with job-embedded, evidence-based support rooted in academic and social and emotional learning competencies. Veteran, peer Teacher Mentors deliver instructionally-focused support and actionable feedback to new teachers, accelerating teaching practice and student learning.

NEED IDENTIFIED

Invest in teacher development to improve retention as well as reading and math outcomes for their students.

KEY RESULT

Students of NTC supported new teachers in grades 4-8 have been shown to gain up to 5 months of additional learning in math and English in one school year.

CENTER FOR EMPLOYMENT OPPORTUNITIES

LAUNCH 2018

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 for young adults largely as a result of unemployment.

KEY RESULT

71% of transitional work participants placed in full-time positions.

SPRINGBOARD COLLABORATIVE

LAUNCH 2020

Springboard Collaborative closes the reading achievement gap by coaching teachers, training family members and incentivizing learning for early elementary school students. During COVID-19, they bring learning directly into homes via virtual partnerships between students, adults in the family and school teachers.

NEED IDENTIFIED

15% of Detroit third-graders read at or above grade-level. By fifth grade, cumulative summer learning loss can leave students 2-3 years behind their peers.

KEY RESULT

Summer and out-of-school family workshops eliminate the “summer slide” and will improve grade-level literacy for 10,000 Detroit students over four years.

NEW TEACHER CENTER

LAUNCH 2019

New Teacher Center provides school-based Mentors with job-embedded, evidence-based support rooted in academic and social and emotional learning competencies. Veteran, peer Teacher Mentors deliver instructionally-focused support and actionable feedback to new teachers, accelerating teaching practice and student learning.

NEED IDENTIFIED

Invest in teacher development to improve retention as well as reading and math outcomes for their students.

KEY RESULT

Students of NTC supported new teachers in grades 4-8 have been shown to gain up to 5 months of additional learning in math and English in one school year.

CENTER FOR EMPLOYMENT OPPORTUNITIES

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INDIVIDUALS REACHED IN 2019-20

49

BY THE NUMBERS: DETROIT

3

Portfolio organizations

$1,850,000

Total funding committed by GreenLight to portfolio organizations

10

Local Resident Advisory Council Members

24

Local Selection Advisory Council Members
ParentChild+  
LAUNCH 2019
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
Low literacy rates and high adverse childhood experience (ACE) scores for children entering kindergarten and 39% third grade literacy proficiency in Charlotte-Mecklenburg schools.

COVID RESPONSE
As visits effectively pivoted to virtual, 100% of families continued to receive a book and toy weekly along with technology support and financial assistance.

NUMBER OF FAMILIES REACHED IN 2019-20
59

INNOVATING DURING COVID: PARENTCHILD+

At the start of COVID-19, ParentChild+ immediately pivoted to virtual visits, though it wasn’t easy for families to adjust. Getting the child’s and parent’s attention at the same time was difficult. The Early Learning Specialists (ELS) knew they had to make a change. The ELSs began to record pre-visit videos to send in advance. Nerys, an ELS explained, “I recall myself doing the activities with my child so we can share what we’ll be looking at in our meeting. And parents can see what I’m talking about.”

This made all the difference as families were now prepared and excited for the virtual visit. Then, families started sending post-visit videos to their ELS. Nerys added, “They’re sharing these videos because they are so proud of what they’re doing, and that to me is the whole essence of the program.”

BY THE NUMBERS: CHARLOTTE

<table>
<thead>
<tr>
<th>Portfolio organizations</th>
<th>Families reached</th>
<th>Active local board members participating with portfolio orgs</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>59</td>
<td>11</td>
</tr>
</tbody>
</table>

$1,200,000  
Total funding committed by GreenLight to portfolio organizations

$264,100  
Additional non-GreenLight funds raised by portfolio organizations to date
YOUTH GUIDANCE: BAM AND WOW

**LAUNCH 2020**

Becoming A Man (BAM) and Working on Womanhood (WOW) are school-based group counseling and mentoring programs that improve the social-emotional and behavioral competencies of young men (BAM) and women (WOW), particularly those of color in grades 7-12 who’ve been exposed to traumatic stressors and face social, behavioral, cognitive or emotional challenges.

**NEED IDENTIFIED: BAM**

Boys and young men of color face disproportionate challenges in reaching their full potential as compared to their white peers.

**KEY RESULTS: BAM**

BAM student attendance has been shown to exceed the average rate within their school. BAM programming begins in 2021 and will serve nearly 100 young men in its first year.

**NEED IDENTIFIED: WOW**

Girls and young women of color are at greater risk of being exposed to trauma, more likely to experience mental health issues like post-traumatic stress disorder (PTSD) and depression and less likely to receive treatment to address trauma.

**KEY RESULTS: WOW**

98% of WOW students nationally were promoted to the next grade level or graduated. WOW programming begins in 2021 and will serve nearly 100 young women in its first year.

**COMMUNITY FEEDBACK**

"GreenLight’s first investment reflects Kansas City’s commitment to young Black and Brown students, and to empowering our children to resolve conflicts and develop into their full potential. BAM and WOW are proven, evidence-based models that provide youth safe spaces to share their challenges, find mentorship and access support."

**QUINTON LUCAS**, Kansas City, Missouri Mayor

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**MEASURABLE IMPACT: BAM AND WOW**

<table>
<thead>
<tr>
<th><strong>50%</strong></th>
<th><strong>35%</strong></th>
<th><strong>25%</strong></th>
<th><strong>19%</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>less likely to be arrested for violent crime</td>
<td>less likely to be arrested overall</td>
<td>more engaged in school</td>
<td>more likely to graduate high school on time</td>
</tr>
</tbody>
</table>

* University of Chicago Crime Lab 2016 report of two-year randomized control trial

**WOW STUDENTS WHILE IN THE PROGRAM:***

57%

who were experiencing clinical symptoms of depression experienced a reduction in symptoms

24%

who were experiencing clinical symptoms of PTSD experienced a reduction in symptoms

** 2017 report from Lurie Children’s Hospital
FUTURE HOLDS PROMISE AND HOPE FOR OUR COMMUNITY

The COVID-19 pandemic hit in the midst of GreenLight Atlanta’s first selection process, creating a renewed sense of urgency knowing the most vulnerable in our communities would be more harshly impacted. The selection has been completed with a launch planned for early 2021.

The Selection Advisory Council (SAC), a valued and diverse group of committed community champions, guided the selection process providing informed thought partnership through their passion, professional and lived experience and deep commitment to the power and progress of metro Atlanta.

EXPLORED THREE COMMUNITY-IDENTIFIED ISSUE AREAS

- Economic Mobility with a Focus on Asset Building
- Citizen Reentry and Employment
- Early Childhood: Nontraditional Child Care

SELECTED ONE ORGANIZATION THROUGH DUE DILIGENCE

- Impact assessment
- Financial assessment
- Local fit
- Expansion capacity

“I thought the GreenLight selection process was robust and well-planned. I’m confident we’ve made the best selection for our community.”

DAN REARDON, Chairman & CEO, North Highland

DEVELOPED AND ASSESSED PIPELINE OF ORGANIZATIONS

- 85 considered
- 13 evaluated
- 5 engaged in management team calls
- 4 presented to SAC for consideration

“At the end of the GreenLight process, I’m excited that we will deliver hope.”

DOUG HOOKER, Executive Director, Atlanta Regional Commission

BUILDING PARTNERSHIPS TO REACH IMPACT FASTER WITH MEASURABLE RESULTS

COMMUNITY PARTNERS complementing existing ecosystem
INVESTMENT PARTNERS strengthening sustainability
EMPLOYER PARTNERS ensuring program fidelity and impact

“GreenLight Fund Atlanta’s first investment will tangibly improve the economic mobility of some of Metro Atlanta’s most vulnerable community members. I am honored to be a part of the solution.”

ANN CRAMER, Community Champion
**TWIN CITIES RESULTS**

**WORKING TOGETHER TOWARDS LASTING IMPACT**

Launched in 2020, GreenLight Twin Cities will bring innovative social sector models from other parts of the country to the Twin Cities to fill unmet local needs, break down entrenched barriers and address deep-rooted disparities, opening opportunities for children and families to thrive.

Conversations with residents across sectors and neighborhoods to listen and gain a deep understanding of local, critical needs are underway and will inform the focus of the first selection cycle. A Selection Advisory Council (SAC) is being formed to bring together a diverse, inclusive group to advise and collaborate throughout the process. The selection of an innovative approach for our region is expected to be announced in the later part of 2021.

**DATA INFORMING OUR WORK**

Home to some of the deepest racial and economic disparities in the country, the dual pandemics of COVID-19 and structural racism, including the killing of George Floyd by those meant to protect and serve, have only exacerbated this reality and shone a brighter spotlight on the inequities that communities of color experience in Minneapolis and St. Paul.

**EDUCATION**

High school graduation rates for students of color in Minnesota schools are the worst in the nation. The Twin Cities income gap is one of the largest in the nation. Black families’ average income is less than half of white families. People of color are nearly three times as likely to live in poverty.

**POVERTY**

The Twin Cities income gap is one of the largest in the nation. Black families’ average income is less than half of white families. People of color are nearly three times as likely to live in poverty.

**HEALTH**

In Minnesota, Black and American Indian babies are more than twice as likely as white babies to die before reaching their first birthday.

**HOUSING**

Housing cost burden disparately impacts households of color. More than 1 in 4 households pay more for housing than they can afford, making it likely they cut back on food, education and medicine.

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1. NCES ACG Graduation Data Overall and by Race Ethnicity (2016-17)
2. US Census, 2018 ACS 1 Year Estimates
3. Minnesota Compass 2019 (mncompass.org)
4. MN Department of Health, Eliminating Health Disparities Initiative, 2018
5. State of the State’s Housing, Minnesota Housing Partnership, 2019
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