

GreenLight Fund

PORTFOLIO REPORT 2019 - 2020

15 YEARS
OF
IMPACT.



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

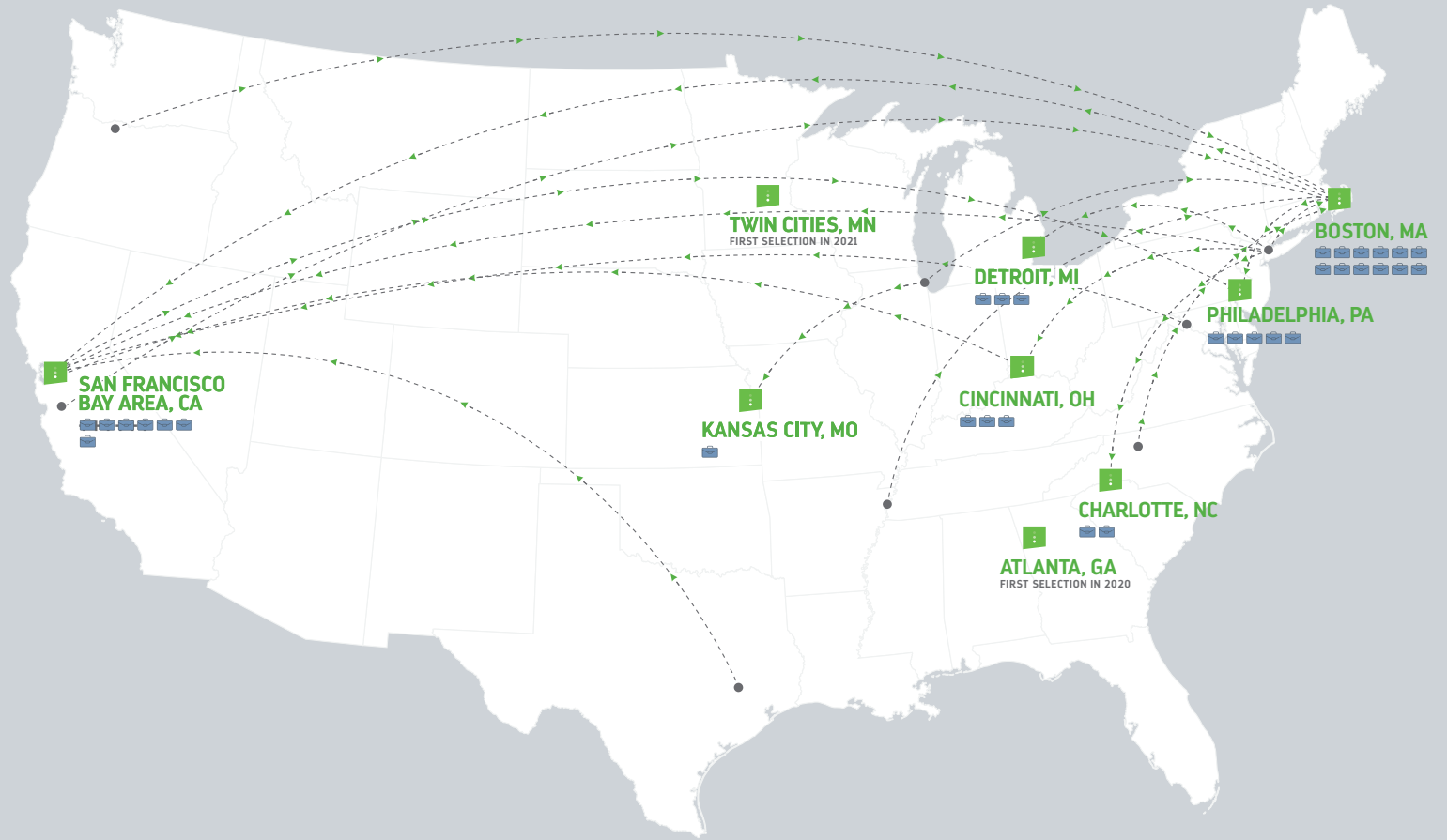


We are proud
to highlight how
our portfolio
organizations have
stepped up in this
extraordinary year.

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
PARENTHILD+
 from Mineola, NY
SPRINGBOARD COLLABORATIVE
 from Philadelphia, PA
UASPIRE
 from Boston, MA

PHILADELPHIA CENTER FOR EMPLOYMENT OPPORTUNITIES
 from New York, NY
COMPASS WORKING CAPITAL
 from Boston, MA

PARENTHILD+
 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 COLLABORATIVE
 from Philadelphia, PA

CHARLOTTE PARENTHILD+
 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

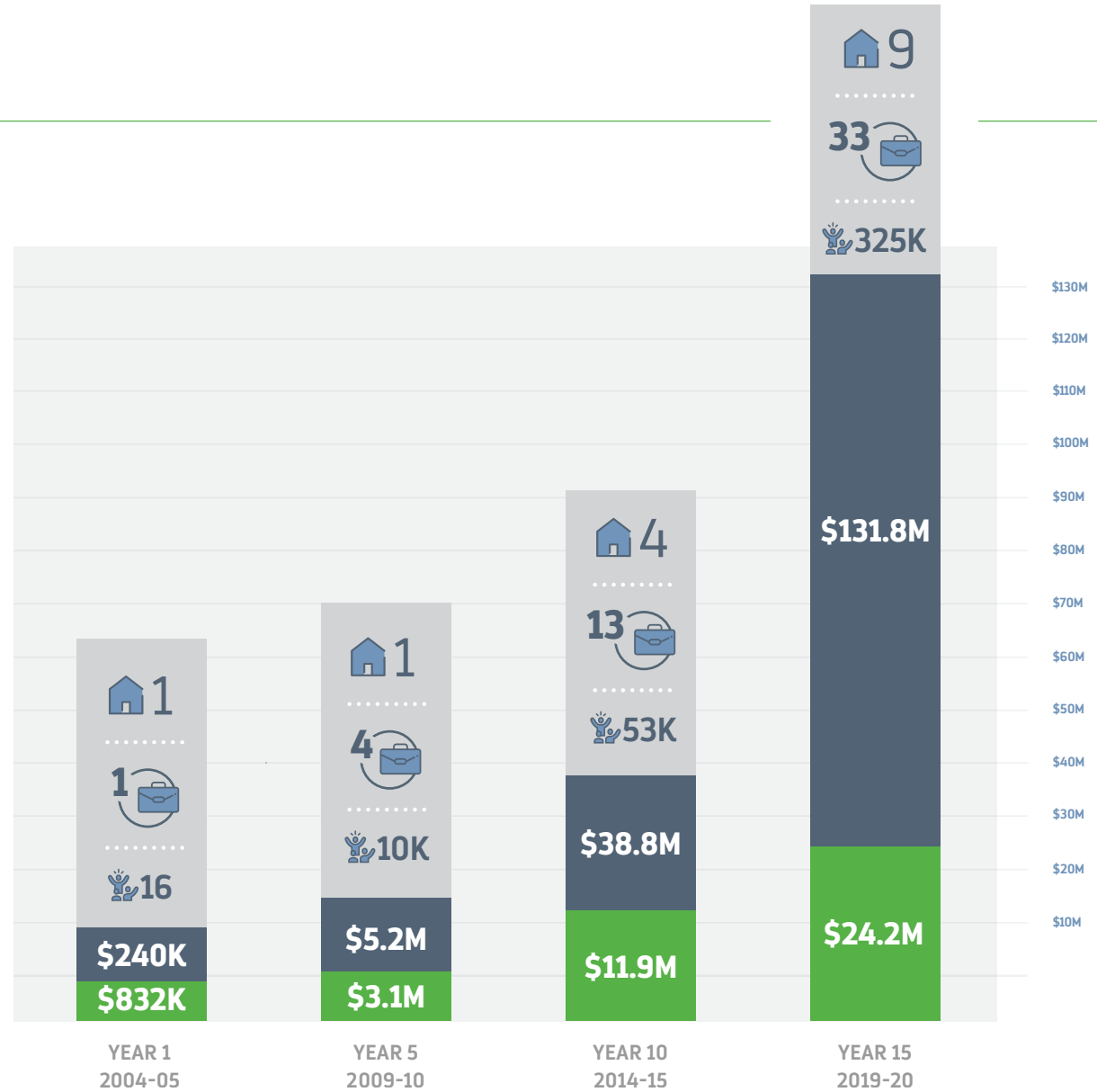
325,364 
INDIVIDUALS AND FAMILIES
REACHED THIS YEAR

\$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



BOSTON RESULTS

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

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

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.

BY THE NUMBERS: BOSTON

12 

Portfolio organizations

313,074 

Individuals and families reached

\$9,125,360 

Total funding committed by GreenLight to portfolio organizations

\$74,537,506 

Additional non-GreenLight funds raised by portfolio organizations to date

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BOSTON RESULTS

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

COLLEGE ADVISING CORPS

LAUNCH 2013

College Advising Corps supports an increase in the number of first generation students with college aspirations who enter and complete higher education by hiring and training recent college graduates as full-time college advisers in public high schools.

NEED IDENTIFIED

Low counselor-to-student ratios for high school students.

KEY RESULT

75% of enrolled seniors **applied to college and 87%** of those who applied **were accepted.**

INDIVIDUALS REACHED IN 2019-20

18,770

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

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

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.

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.

INDIVIDUALS REACHED IN 2019-20
3,673

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.

FAMILIES REACHED IN 2019-20
7,524

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.

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://www.greenlightfund.org)

