



GreenLight Fund

PORTFOLIO REPORT 2020-21

EMBRACING
CHALLENGES.
MOBILIZING
CHANGE.

EMBRACING CHALLENGES. MOBILIZING CHANGE.

To say the period covered in this report, July 2020 – June 2021, was challenging would be an understatement. Yet our portfolio organizations and staff embraced the challenges. Marked from beginning to end by the Covid pandemic, our portfolio organizations remained strong and showed remarkable resilience, continuing to mobilize needed change in our communities.

We are proud to share this year's Portfolio Report highlighting the work, results and inspiring stories of GreenLight's 37 portfolio organizations across our 10 sites that reached more than 380,000 children, youth and families this past year alone.

In partnership with our portfolio organizations, we redoubled efforts to address deep-rooted racial disparities, strengthen economic mobility opportunities and accelerate social progress as people experiencing poverty were hit hardest by health and economic crises. Highlighted in this report are stories of meaningful change including opening new career opportunities for adults, helping young adults overcome obstacles and pursue their goals, utilizing technology to access resources, championing second chances for individuals returning from incarceration, supporting student mental health and equipping teachers, parents and students with what they need for future success.

A highlight of this year came in June when we received an extraordinary, unexpected gift from MacKenzie Scott and Dan Jewett. We are proud and grateful to be recognized among the "286 Teams Empowering Voices the World Needs to Hear." Empowering voices in our communities is paramount to our work as those proximate to the challenges are best able to elevate what's needed and identify solutions. Community members with lived experience are an integral part of our process in each of our sites, ensuring we address what matters most in impactful ways.

As we strive for equitable prosperity, we are committed to centering racial equity, challenging systemic inequities and engaging with communities to make measurable progress. We are so grateful for our partners, investors, Selection Advisory Councils and community members who make it possible to embrace challenges and mobilize change.



EMPOWERING
VOICES IN OUR
COMMUNITIES IS
PARAMOUNT TO
OUR WORK...

MARGARET HALL
CEO and Co-founder

JOHN SIMON
Board Chair and Co-founder

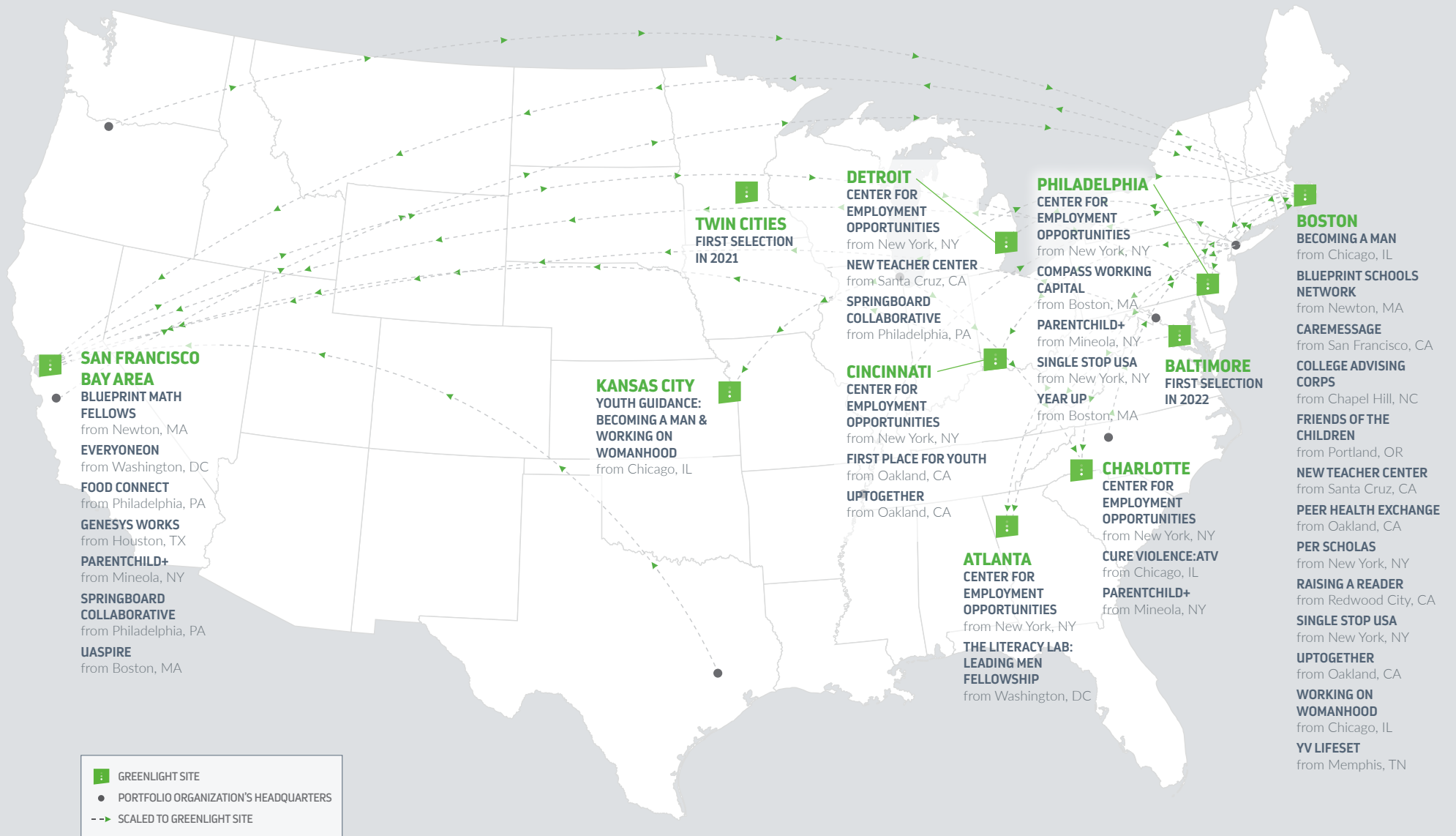


GREENLIGHT FUND NATIONAL NETWORK

GreenLight Fund

PORTFOLIO REPORT 2020-21
Embracing Challenges. Mobilizing Change.

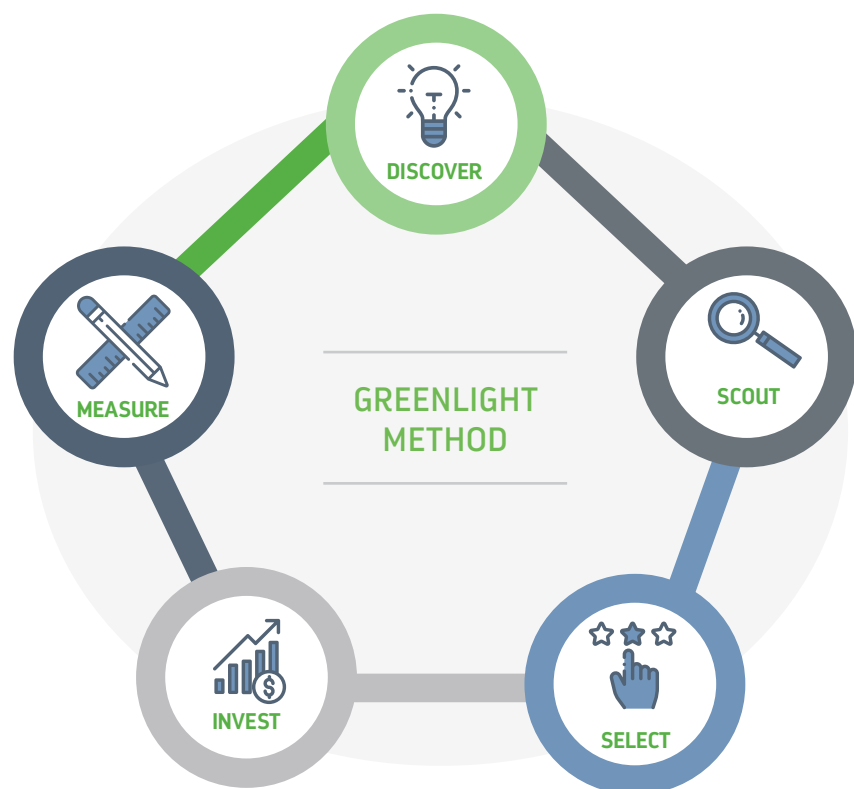
Programs addressing social challenges in innovative and effective ways exist, but they may not be found close to home. GreenLight searches the country for proven programs to address local unmet needs and invests in their expansion in partnership with our communities.



AS OF OCTOBER 1, 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. We engage deeply across all sectors of the community throughout the process, partnering with a diverse Selection Advisory Council (SAC) in each of our sites and listening directly to those who navigate poverty every day.



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 sets annual targets for the programmatic and financial indicators to be measured. Each year, portfolio organizations report on those measures, a sampling of which you will find in this report.

NATIONALLY BY THE NUMBERS

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PORTFOLIO REPORT 2020-21
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10 
GREENLIGHT SITES

37 
PORTFOLIO ORGANIZATIONS

216 
ACTIVE LOCAL PORTFOLIO ORGANIZATION BOARD
MEMBERS

384,200 
INDIVIDUALS AND FAMILIES
REACHED THIS YEAR

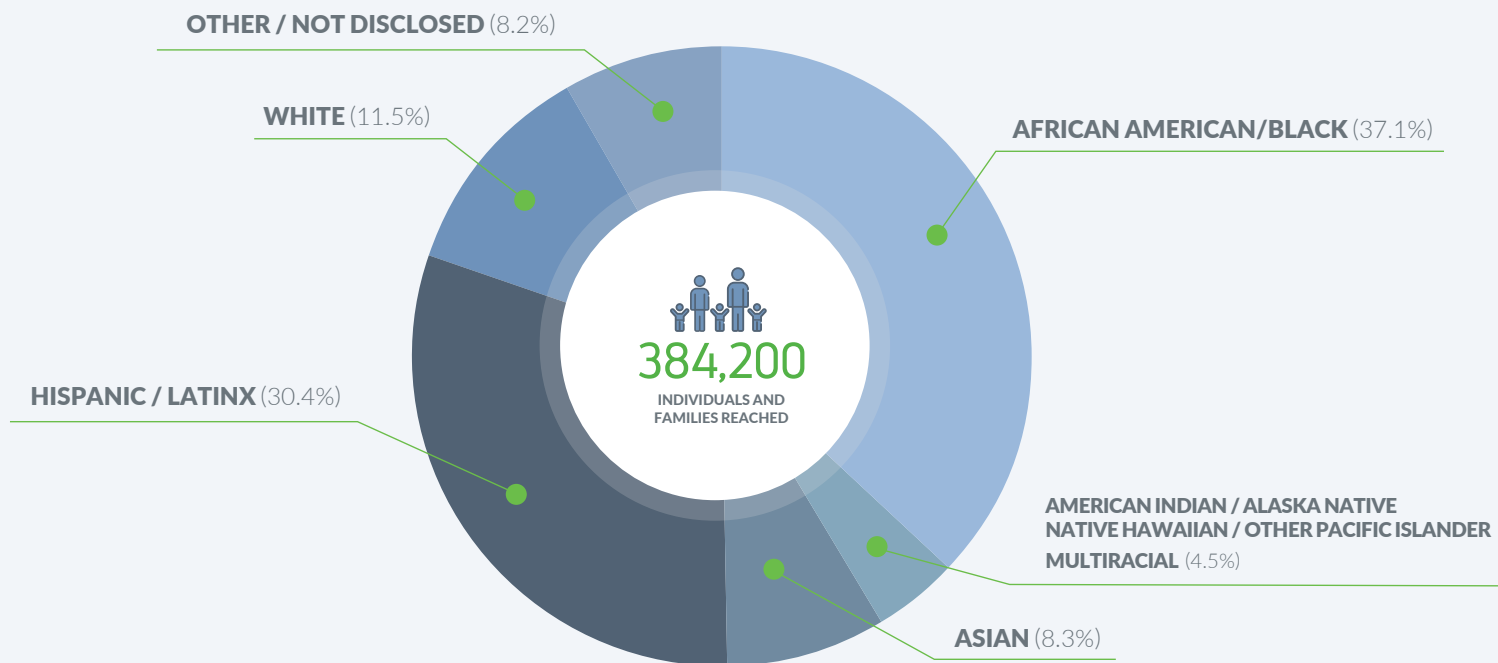
\$26,188,618 
INVESTED IN GREENLIGHT PORTFOLIO
ORGANIZATIONS TO DATE

292 
SELECTION ADVISORY COUNCIL
MEMBERS ACROSS SITES

\$169,439,777 
ADDITIONAL NON-GREENLIGHT FUNDS RAISED BY
PORTFOLIO ORGANIZATIONS TO DATE

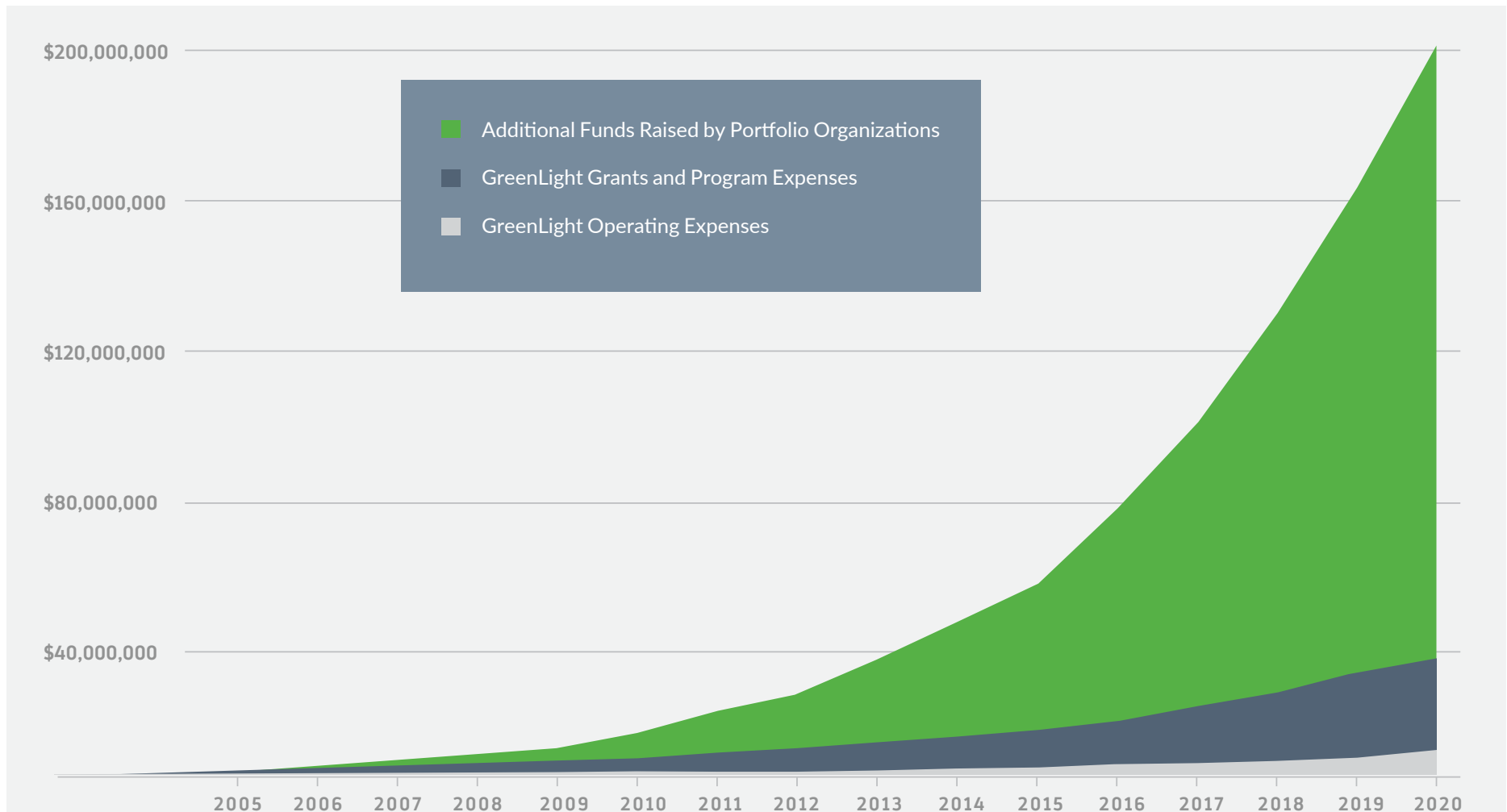
PORTFOLIO ORGANIZATION PARTICIPANT DEMOGRAPHICS

Participants reflect the demographics of individuals experiencing poverty in our communities, with **80%** identifying as Black, indigenous or people of color. We believe leadership is most effective when they can connect deeply with program participants. We continue to make progress as more than **60%** of local portfolio organization leaders are people of color.



LEVERAGE ON GREENLIGHT'S INVESTMENT

GreenLight Fund's work in communities and dollars invested locally in portfolio organizations have leveraged an additional \$169M to date, helping portfolio organizations open opportunities for a growing number of children and families.



OUR INVESTMENTS

GreenLight's investments address unmet needs, often stemming from longstanding racial inequities, identified by each community each year. The result is a portfolio of innovative programs focused on a range of areas including: asset development, citizen re-entry, college access and persistence, community safety, the digital divide, early childhood literacy, food insecurity, teacher effectiveness, workforce development, youth mentoring/mental health and youth aging out of foster care.



SAN FRANCISCO BAY AREA RESULTS

REPORTING PERIOD JULY 2020 – JUNE 2021

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PORTFOLIO REPORT 2020-21
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FOOD CONNECT

LAUNCH 2020

Food Connect complements the existing food insecurity ecosystem by bridging the gap between food scarcity and abundance with new technologies by training volunteers, managing logistics and executing meal delivery to get food to families in need of dependable and nutritious meals.

NEED IDENTIFIED

Growing demand for accessible, reliable and nutritional food assistance.

KEY RESULT

Distributed over **130,000 meals** with **9 community partners**, creating **139 jobs** from January-June 2021.

INDIVIDUALS REACHED IN 2020-21

14,197

EVERYONEON

LAUNCH 2020

EveryoneOn creates social and economic opportunity by partnering with communities and organizations to connect families to affordable internet service, devices, and delivering digital skills training and digital inclusion support.

NEED IDENTIFIED

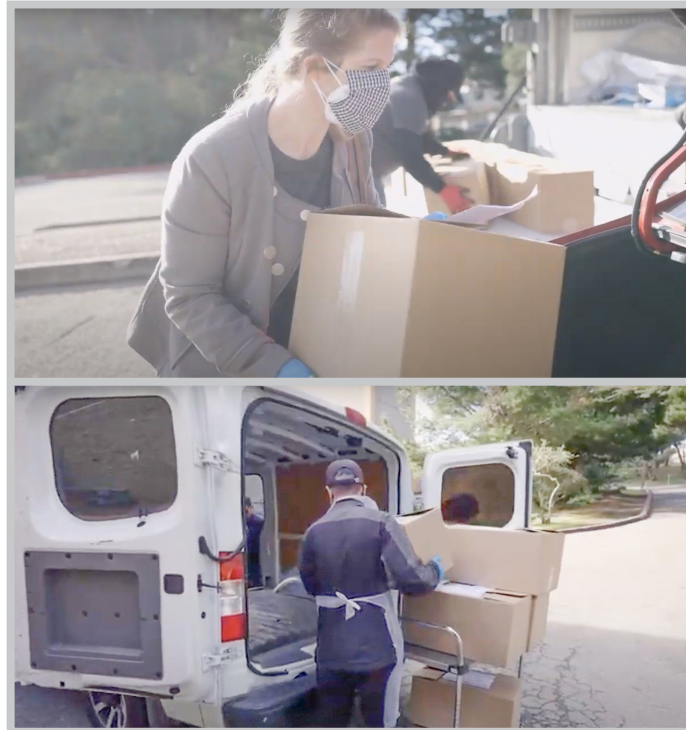
Insufficient access to internet, devices and digital literacy training to support opportunities for children, youth and adults.

KEY RESULT

Virtually trained **150 K-12 caregivers** in digital literacy equipping them with skills necessary to navigate platforms with youth. **18 organizations** completed capacity training to introduce “Digital Inclusion 101” to Bay Area communities.

INDIVIDUALS REACHED IN 2020-21

1,575



EXPANDING WITH TECHNOLOGY: FOOD CONNECT

“Partnering with Food Connect has been a game changer for the San Francisco Unified School District’s meal delivery program! With this partnership we were able to immediately expand meal delivery for all students who had been on our waitlist. Through Food Connect’s services including recruiting drivers, creating routes and providing communication support to families, we are now delivering 4500+ meals each week to students across San Francisco.

It’s been great to work with Food Connect’s efficient and capable team and has taken a huge lift off of our staff while reliably providing a much needed resource to the community.”

- Jennifer LeBarre, **San Francisco Unified School District**

SAN FRANCISCO BAY AREA

BY THE NUMBERS

20,484

INDIVIDUALS AND FAMILIES REACHED

\$4,833,732

INVESTED IN PORTFOLIO ORGS TO DATE

\$39,326,990

ADDITIONAL LEVERAGED DOLLARS

7

NUMBER OF PORTFOLIO ORGANIZATIONS



SAN FRANCISCO BAY AREA RESULTS

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GreenLight Fund

PORTFOLIO REPORT 2020-21
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PARENTCHILD+

LAUNCH 2018

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.

KEY RESULT

86% of families demonstrated an increase in children's school readiness and Early Learning Specialists **connected 100% of families** to other needed services (diapers, food, rental assistance).

INDIVIDUALS REACHED IN 2020-21

434

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 new remote platforms, students received an average of **113 more math classes** than non-program participants and **79%** of students report an increase in **confidence** and perceived ability in math.

INDIVIDUALS REACHED IN 2020-21

954



SUPPORTING EARLY DEVELOPMENT: PARENTCHILD+

"In early 2020, Ian wasn't speaking much, and Mom was worried that Ian had a speech impairment. Mom brought her concern to Ian's pediatrician, and they were about to conduct an expensive assessment. Mom put the assessment on hold when they started in ParentChild+. A year later, Ian is talking a lot and clearly. He understands a lot and often mimics what he sees. Mom recently shared that she couldn't believe how worried she was in regard to Ian's speech, and now, he wouldn't stop talking. Throughout this past year, I've seen Mom put in a lot of effort during the virtual visits to talk, teach and play with Ian."

—Early Learning Specialist, **ParentChild+**

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PORTFOLIO REPORT 2020-21
Embracing Challenges. Mobilizing Change.

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.

COVID RESPONSE

Distance learning created opportunities to reach communities and **engage hundreds of Bay Area youth** in otherwise inaccessible literacy programming during the 2020-21 program year.

INDIVIDUALS REACHED IN 2020-21
1,736

UASPIRE

LAUNCH 2013

uAspire provides a vital combination of information and guidance to ensure young people have the financial information and resources necessary to find an affordable path to and through a postsecondary education. Virtual advising is a key component of their model.

NEED IDENTIFIED

Limited technical capacity to advise students on college financial aid.

COVID RESPONSE

Continues to **expand services to more holistically support students** and develop knowledge in a broader range of issues and supports, including contracting with mental health professionals to refer students navigating different challenges in their lives.

INDIVIDUALS REACHED IN 2020-21
1,328

GENESYS WORKS

LAUNCH 2005

Genesys Works enables motivated high school students to work in meaningful internships at major corporations during their senior year of 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.

KEY RESULT

94% of program graduates have earned a **bachelor's degree** and **81%** of 2020 program graduates enrolled in **post-secondary** courses.

INDIVIDUALS REACHED IN 2020-21
260



ACCESSING RESOURCES DURING COVID: UASPIRE

“When campuses closed in the spring, it was a struggle to get clarity from colleges about what was going on because things were changing so quickly. Without on-campus housing or resources, students became concerned about basic needs and couldn’t wait for information from the schools. uAspire had to be proactive, compiling information about the CARES Act and emergency funding, and disseminating it to students ASAP. Eligibility and applications varied across the board—even for schools within the same system. We worked to support students who may not be eligible for federal funds but could access emergency grants from their school. Students needed funding immediately, so it was on us to figure out the process and timing.”

-Redjan, **uAspire Bay Area Advisor**



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greenlightfund.org | info@greenlightfund.org | 617.912.8983

