



# GreenLight Fund

PORTFOLIO REPORT 2020-21

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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  
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MARGARET HALL  
CEO and Co-founder

JOHN SIMON  
Board Chair and Co-founder

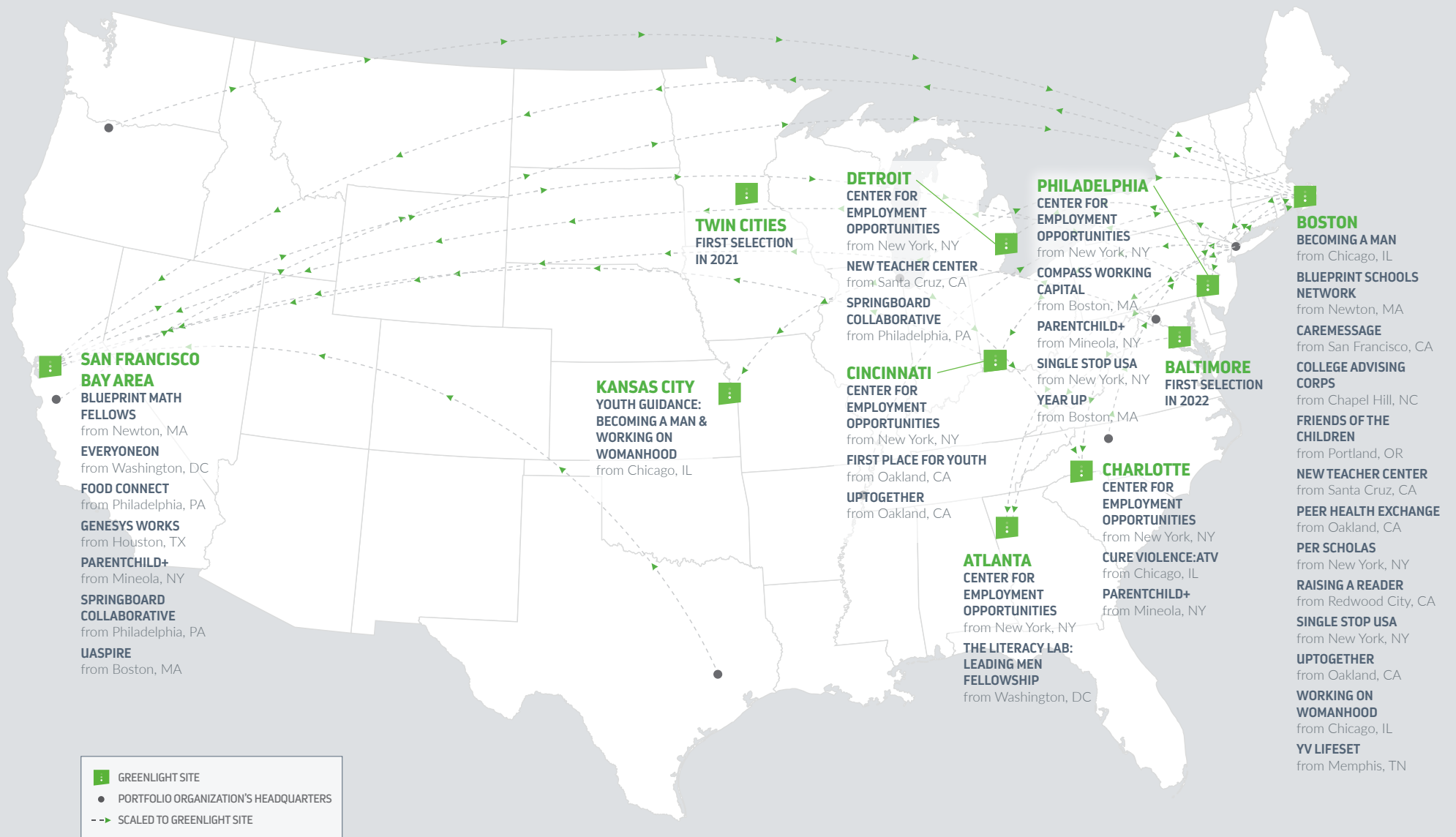


# GREENLIGHT FUND NATIONAL NETWORK

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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.



# 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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10   
GREENLIGHT SITES

37   
PORTFOLIO ORGANIZATIONS

216   
ACTIVE LOCAL PORTFOLIO ORGANIZATION BOARD  
MEMBERS

384,200   
INDIVIDUALS AND FAMILIES  
REACHED THIS YEAR

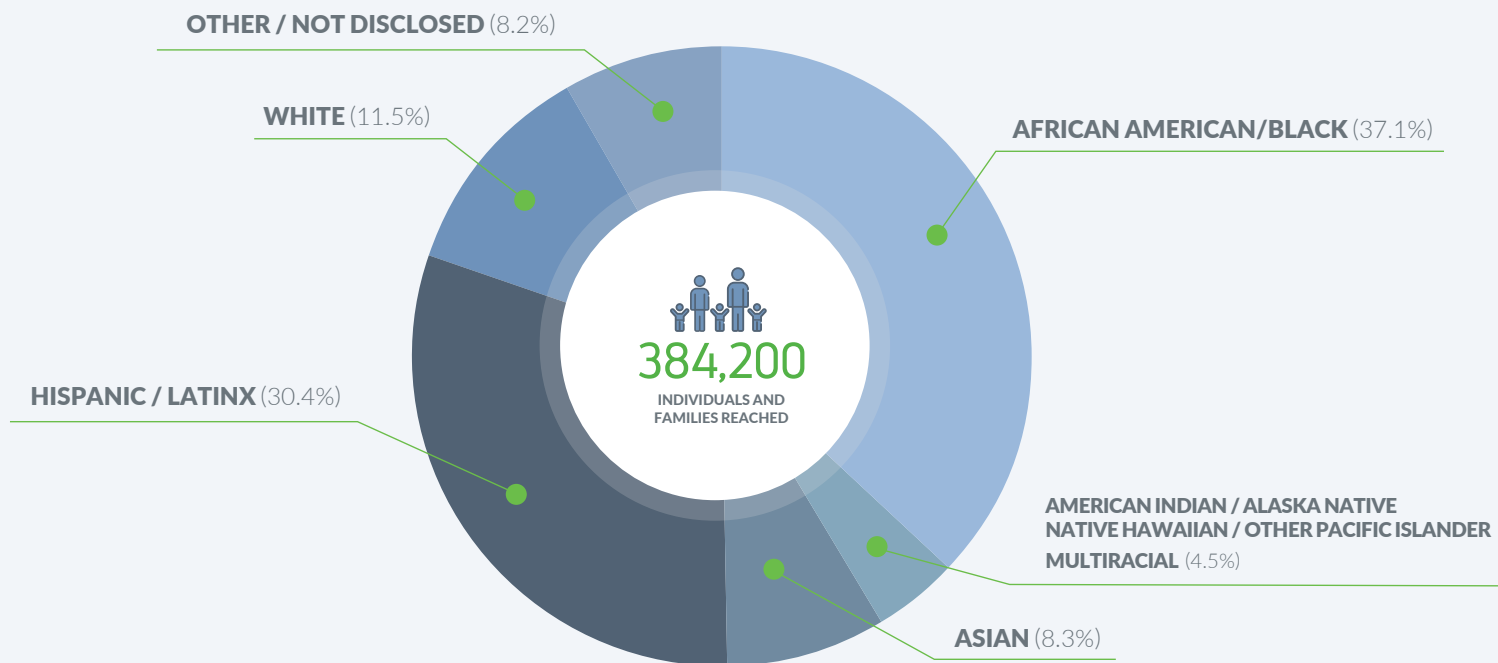
\$26,188,618   
INVESTED IN GREENLIGHT PORTFOLIO  
ORGANIZATIONS TO DATE

292   
SELECTION ADVISORY COUNCIL  
MEMBERS ACROSS SITES

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

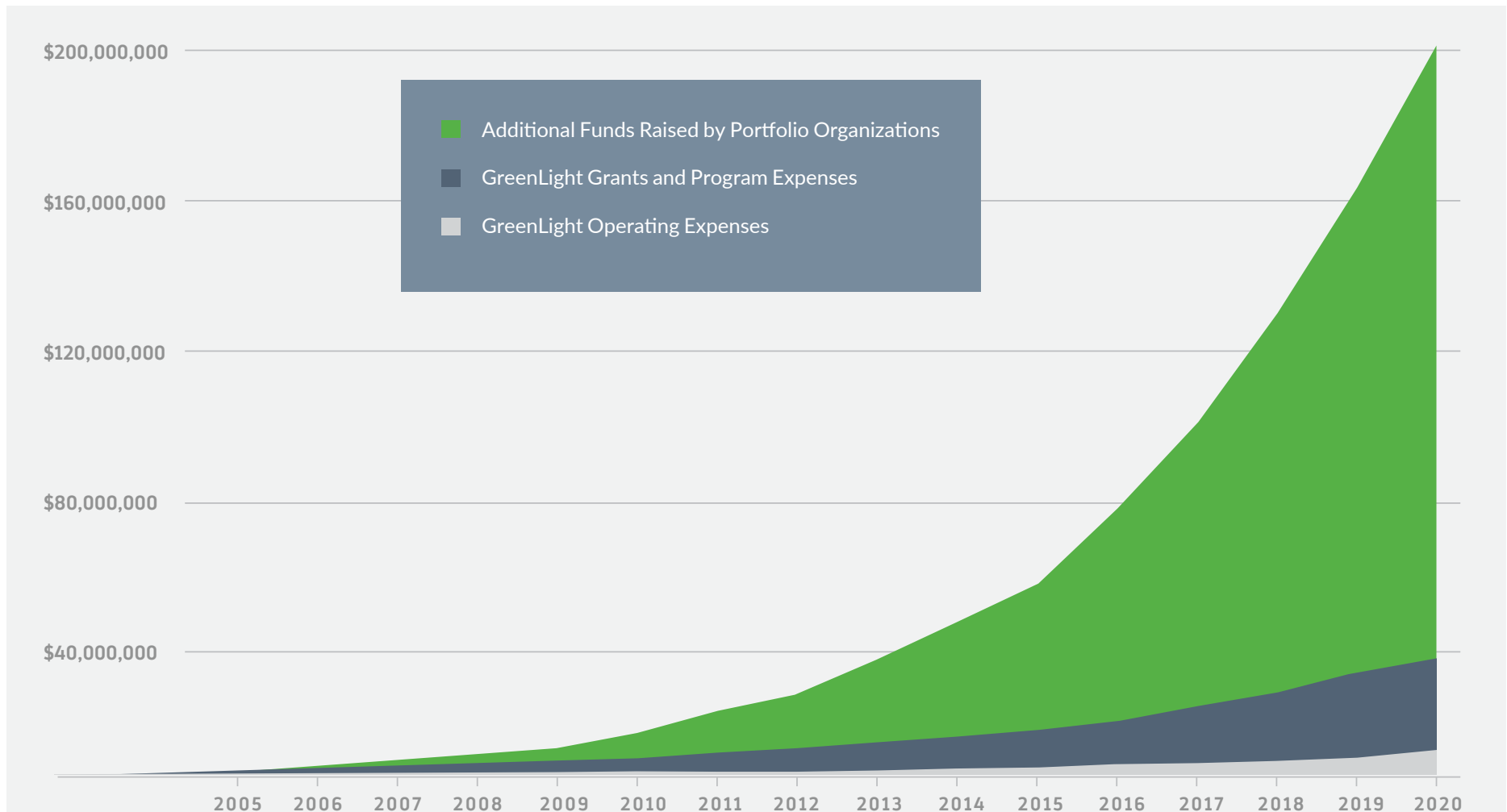
# PORTFOLIO ORGANIZATION PARTICIPANT DEMOGRAPHICS

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.





# CINCINNATI RESULTS

REPORTING PERIOD JULY 2020 – JUNE 2021

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## FIRST PLACE FOR YOUTH

### LAUNCH 2020

First Place for Youth's My First Place program housed at NewPath 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 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

**75%** of youth are making progress on their **goals** & **92%** obtained their **diploma/GED** or are actively progressing in school.

### INDIVIDUALS REACHED IN 2020-21

**13**

## UPTOGETHER

### LAUNCH 2017

UpTogether (formerly Family Independence Initiative) is a community, a movement and a platform to highlight, invest in and accelerate the initiatives people in historically undervalued communities are taking to improve their lives and collectively achieve prosperity. The UpTogether platform helps families build connections, discover each other's expertise, find support and access dollars.

### NEED IDENTIFIED

Working families seeking greater economic self-sufficiency.

### KEY RESULT

Across 40 unique zip codes, the average increase in liquid assets across 817 families was **\$2,553, 70%** above target.

### INDIVIDUALS REACHED IN 2020-21

**2,264**



## PURSUE GOALS: FIRST PLACE FOR YOUTH

Donovan came to NewPath's My First Place program last year with anxiety keeping him from pursuing his goals, including holding down a job. He had no experience taking the bus which was needed to attend a culinary vocational training program at Freestore Foodbank. His Education and Employment Specialist rode the bus with him multiple times and when he got lost, helped him get on track, preparing him to attend the program.

For his anxiety, his Youth Advocate helped him access therapy, stay compliant with medication, and co-develop methods of managing like identifying his triggers and challenging negative thought patterns. Donovan is overcoming his challenges, catching the bus and managing his anxiety. He completed culinary training and is now employed.

## CENTER FOR EMPLOYMENT OPPORTUNITIES

### LAUNCH 2016

Center for Employment Opportunities (CEO) provides effective, comprehensive employment services exclusively to people recently released from incarceration. The program incorporates life skills education, immediate paid transitional employment and full-time job placement and retention services required to successfully build career capital and financial stability.

### NEED IDENTIFIED

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

### KEY RESULT

Average job placement wage of **\$12.79, a 10% increase from last year.**

### INDIVIDUALS REACHED IN 2020-21

**65**

## CINCINNATI BY THE NUMBERS

**2,342**

INDIVIDUALS AND FAMILIES REACHED

**\$1,820,000**

INVESTED IN PORTFOLIO ORGS TO DATE

**\$9,115,262**

ADDITIONAL LEVERAGED DOLLARS

**10**

STAFF MEMBERS WORKING FOR  
PORTFOLIO

**37**

LOCAL SELECTION ADVISORY  
COUNCIL MEMBERS

**23**

ACTIVE LOCAL BOARD MEMBERS





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