



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

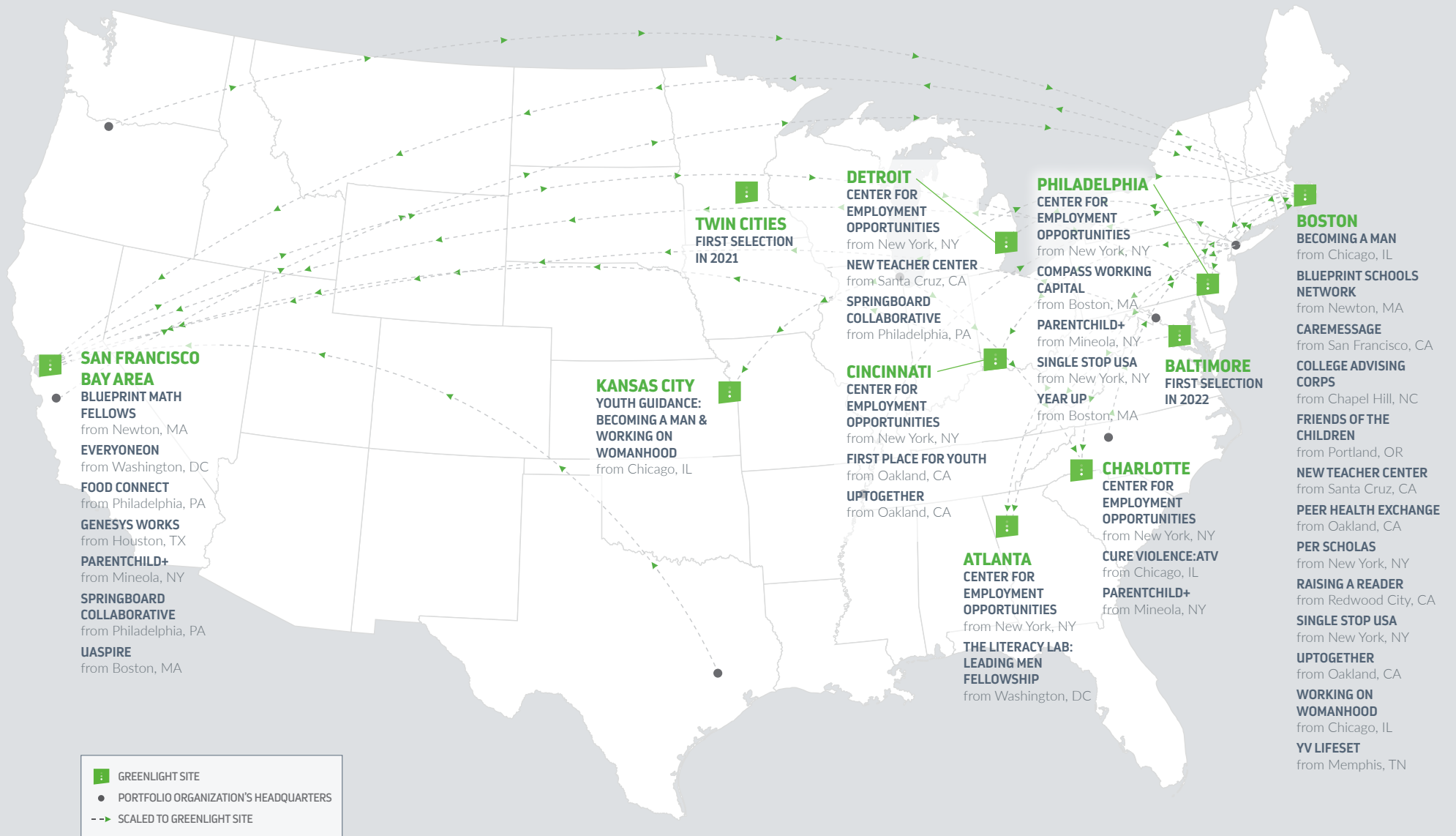


GREENLIGHT FUND NATIONAL NETWORK

GreenLight Fund

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Embracing Challenges. Mobilizing Change.

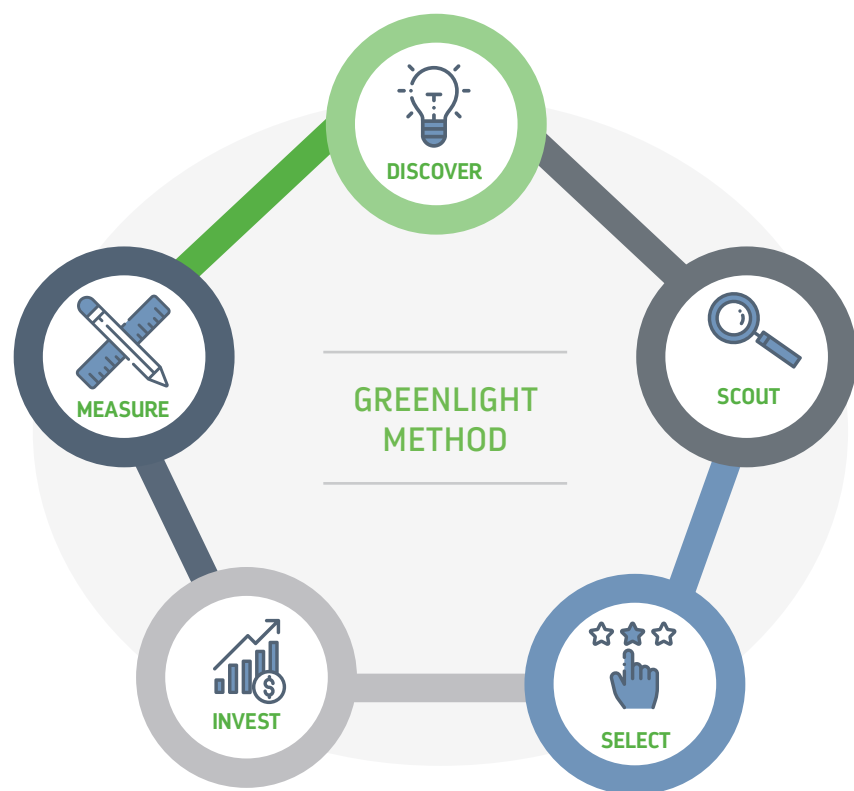
Programs addressing social challenges in innovative and effective ways exist, but they may not be found close to home. GreenLight searches the country for proven programs to address local unmet needs and invests in their expansion in partnership with our communities.



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

GreenLight Fund

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

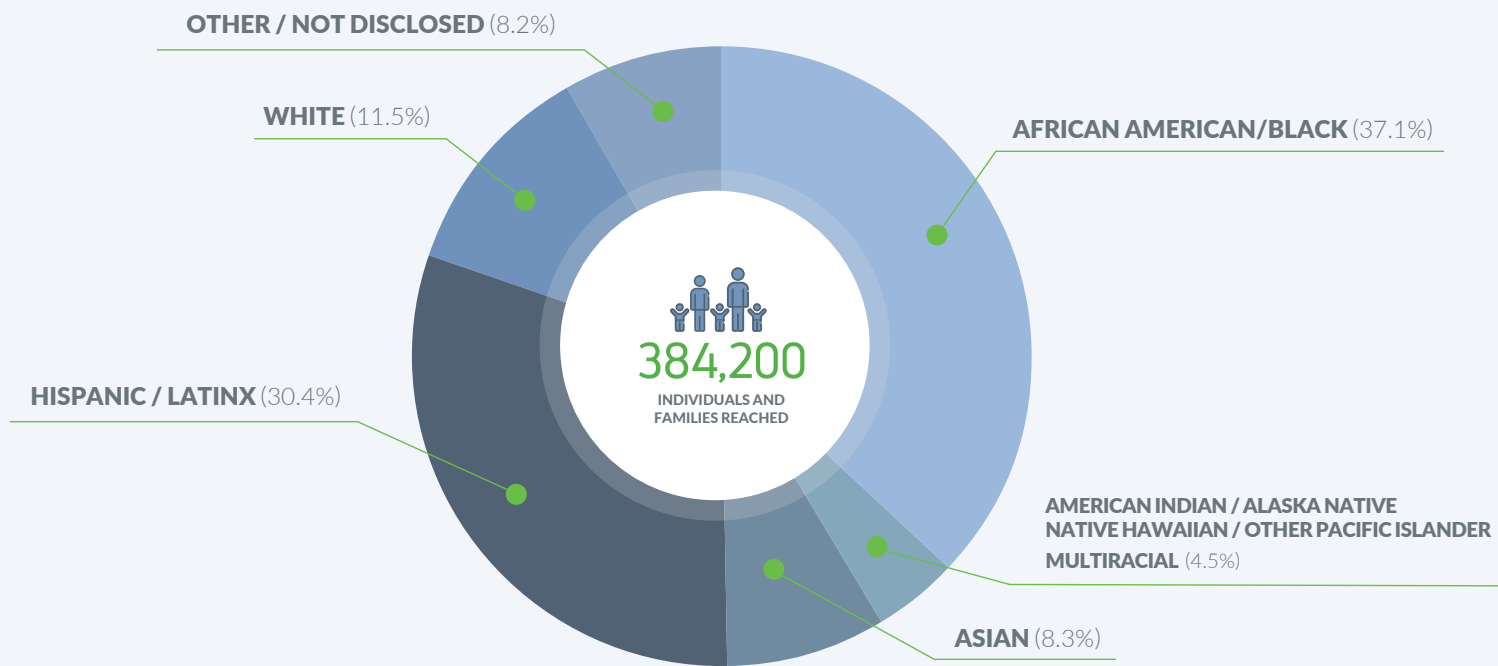
\$26,188,618 
INVESTED IN GREENLIGHT PORTFOLIO
ORGANIZATIONS TO DATE

292 
SELECTION ADVISORY COUNCIL
MEMBERS ACROSS SITES

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

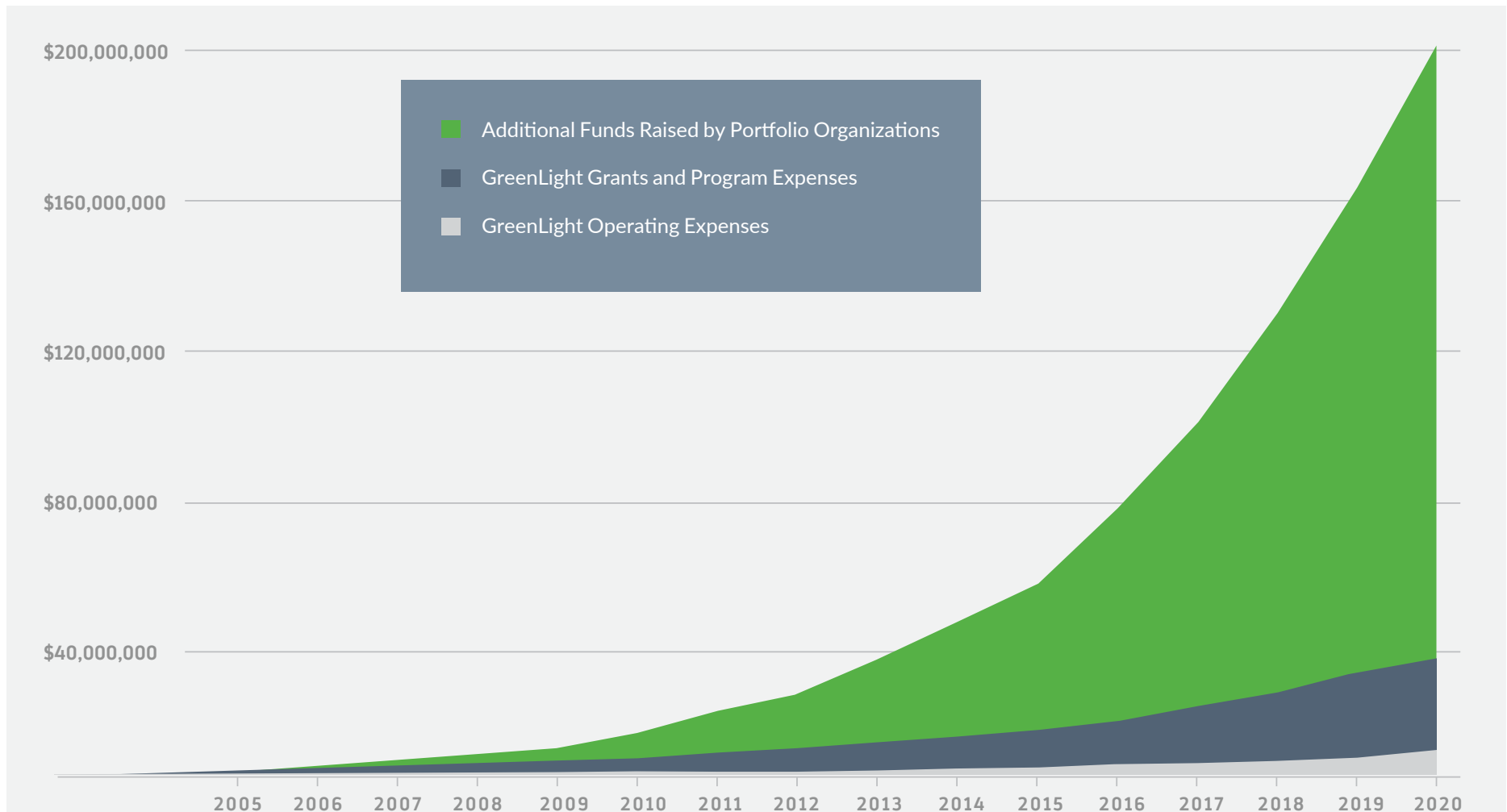
PORTFOLIO ORGANIZATION PARTICIPANT DEMOGRAPHICS

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

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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.

ATV / **ALTERNATIVES
TO VIOLENCE**
Real Change

BAM
YOUTH GUIDANCE


blueprint
schools network


CAREMESSAGE


ceo

College
**Advising
Corps**

COMPASS
WORKING CAPITAL

everyone**on**


FIRST PLACE
FOR YOUTH
MORE IS POSSIBLE

 Food
Connect

FR**1**ENDS of the
CH**1**LDREN

**GENESYS
WORKS.**


THE LITERACY LAB
LEADING MEN FELLOWSHIP

 NEW
TEACHER
CENTER

ParentChild+
Equal Possibilities From The Start

**PEER HEALTH
EXCHANGE**

 PER
SCHOLAS

 Raising
A Reader
Massachusetts


Single
Stop

 springboard
COLLABORATIVE

u**aspire**


UpTogether®
Trusting and Investing in Families

WOW
YOUTH GUIDANCE

 yearup

 YV LifeSet.

CHARLOTTE RESULTS

REPORTING PERIOD JULY 2020 – JUNE 2021

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CURE VIOLENCE: ALTERNATIVES TO VIOLENCE

LAUNCH 2021

Alternatives to Violence is a program based on training provided by Cure Violence Global, an evidence-based violence reduction model. The program reduces violence by the same three components used in public health to reverse an epidemic: 1) interrupt disease transmission, 2) reduce the risk of the highest at risk, 3) change community norms.

NEED IDENTIFIED

Local police reported 122 homicides in 2020, making it the deadliest year since 1993.

KEY RESULT

The program aims to **reduce violence by 70%** over the next four years in the targeted corridor.

CENTER FOR EMPLOYMENT OPPORTUNITIES

LAUNCH 2020

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

In Charlotte-Mecklenburg, 70% of returning citizens are released to opportunity desert neighborhoods with high unemployment levels.

KEY RESULT

With training work crews virtually and a growing waitlist, CEO has enrolled **over 100 folks on five work crews** with City of Charlotte, Mecklenburg county and Bojangles, exceeding training and hiring goals.

INDIVIDUALS REACHED IN 2020-21

116

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.

KEY RESULT

98% of children enrolled demonstrating **school readiness** and **97%** of eligible children enrolled in **pre-K**.

INDIVIDUALS REACHED IN 2020-21

231

MENTORING: CENTER FOR EMPLOYMENT OPPORTUNITIES



Guy Owens was a participant in the first transitional work crew launched at CEO Charlotte. Shortly after that experience, Guy secured employment with Hendrick Lexus in Charlotte.

He returned to CEO Charlotte in February 2021 and was hired as a Site Supervisor. Guy's work crew is highly sought after because of the mentorship he provides and his relatability to the participants.

CHARLOTTE BY THE NUMBERS

347

INDIVIDUALS AND FAMILIES REACHED

\$1,400,00

INVESTED IN PORTFOLIO ORGS TO DATE

\$2,216,049

ADDITIONAL LEVERAGED DOLLARS

29

LOCAL SELECTION ADVISORY
COUNCIL MEMBERS

11

ACTIVE LOCAL BOARD MEMBERS





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