

# GreenLight Fund

IMPACT REPORT



INVESTING IN COMMUNITY-DRIVEN CHANGE

2021-22

# INVESTING IN COMMUNITY-DRIVEN CHANGE

GREENLIGHT FUND IMPACT REPORT 2021-22  
*Investing in Community-Driven Change*

We are proud to share GreenLight Fund's 2021-22 Impact Report, highlighting the work, results and meaningful stories of change of GreenLight's 44 portfolio organizations across our 11 sites. This past year alone (July 2021 - June 2022) our portfolio organizations reached more than 560,000 children, youth and families, the vast majority of whom are Black and Brown residents experiencing poverty.

Seven new organizations were selected this past year as we deepen our engagement with communities and prioritize centering equity, particularly racial equity, in each of our sites. Responding to barriers to economic prosperity elevated locally, these organizations address a diverse set of focus areas including workforce development, financial security, family childcare, housing, youth mental health and community safety, opening opportunities for those most impacted.

Emerging from the pandemic, the data show that many of the organizations in our portfolio are stronger, learning from the shifts that were necessary in the early days of COVID. Some of the changes have become integral to their models resulting in expanded and deepened impact.

GreenLight too has been learning. With our measurement systems evolving, we are capturing and learning from more outcome, output, demographic and trend data. This year we established a formal Learning function, strengthening our ability to surface and share critical learnings from across our growing network. The goals of this strategic, intentional approach are to deepen and expand impact in all of our communities and share what we're learning more broadly, including with you who have invested in our work in a variety of essential ways.

This work would not be possible without so many who have joined us to help make sustained economic prosperity a reality for all, particularly those who face systemic barriers to opportunity.

Deepest thanks to you, our partners, investors, Selection Advisory Councils and community members who make it possible to work towards community-driven change.



MARGARET HALL  
CEO and Co-founder



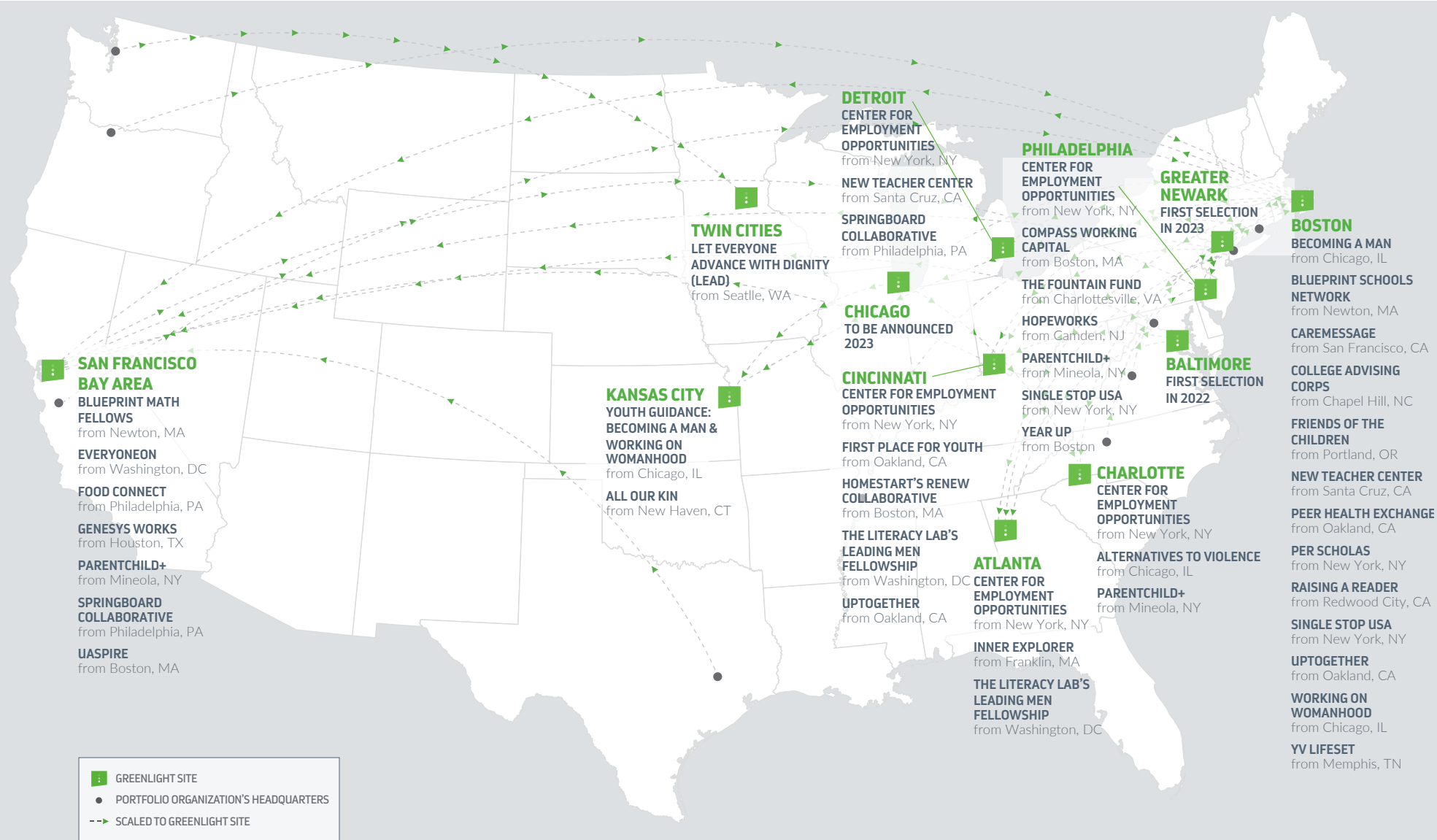
JOHN SIMON  
Board Chair and Co-founder



*Emerging from the pandemic, the organizations in our portfolio are stronger, learning from the shifts that were necessary in the early days of COVID.*

# 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 in partnership with our communities.



# OUR APPROACH

The GreenLight Method is our community-focused approach to identify proven social innovations that address the needs that matter most to residents facing systemic barriers to economic opportunity. In each of our sites throughout the process, we engage deeply across all sectors of the local community, partnering with a diverse Selection Advisory Council (SAC) and listening directly to those with lived experiences and community knowledge proximate to the priority needs we look to address.



## DISCOVER

Through conversations across multiple sectors, local data reports and listening to many voices, the local site team and the SAC look deeply at focus areas driven by racial and economic disparities in the region and identify community needs not yet being fully addressed where an innovative program could make a significant difference.

## SCOUT

The team searches the country and deeply vets proven, effective 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.

# DEEPENING COMMUNITY ENGAGEMENT

As GreenLight implements the GreenLight Method in partnership with Selection Advisory Councils (SAC), site teams regularly engage a broad cross section of the community throughout the process. Community members, particularly people who have personal experience with the challenges GreenLight is working to address, play a critical role in helping us understand local unmet needs and meaningfully inform the proven programs we select for investment in that community.



## DISCOVER

During the Discovery phase, interviews and focus groups help to surface priority focus areas.

*"I see the psychological effects of social distancing, my kids miss their friends and are losing their enthusiasm for school."*

– ATLANTA PARENT

*"I made \$336 a week, that is nothing. My rent it's \$1,100, that took my entire checks."*

– BALTIMORE RESIDENT



*"Transitioning off public benefits should be a gradual 'ramp' towards economic stability, not a drastic cliff."*

– CINCINNATI RESIDENT



## SCOUT

Community members advise on selecting the model with the best local fit during Scout and Select phases.

*"When you talk about minority business owners... they didn't get the same opportunities ... they don't have that generational experience of wealth they can lean on."*

– BALTIMORE RESIDENT

*"I feel this is a great opportunity for me to give back to the community and make a meaningful impact in my own little way."*

– BOSTON FAMILY PARTNER AND PER SCHOLAS GRADUATE



*"We used to not be in the room when decisions were made. To be there was an epic moment – to know that people really care what we have to say."*

– KANSAS CITY COMMUNITY CONSULTANT



## CENTERING COMMUNITY VOICE

GreenLight learns from community members and from each other as we improve our approach and center racial equity throughout the GreenLight Method.

*"Hearing community members' aspirations helped inform our focus areas and gave us a deeper understanding about what didn't work and the opportunities for change."*

SIMONE HARDEMAN-JONES

GreenLight Twin Cities  
Executive Director

*"[Community members] helped us narrow down the key local issues and put into words their experiences."*

TISH JOHNSON-JONES, JD

GreenLight Greater Newark  
Executive Director

*"Community members have existing power. Our community engagement work is about helping to activate it."*

MELISSA LUNA

GreenLight Boston  
Senior Executive Director



# NATIONALLY BY THE NUMBERS

Since 2004, GreenLight has grown to **11 sites**, on pace to add a site each year, and this year alone reached more than **half a million individuals and families**. The tremendous impact of 44 portfolio organizations is bolstered by the more than **\$206M of additional non-GreenLight funding** they've received to date.

We are grateful to community residents, leaders and experts who make our work possible and the more than **550 individuals** who, as Selection Advisory Council and local board members, devote time, energy and expertise to help embed portfolio organizations in our communities and make them stronger.

11



GREENLIGHT SITES

44



PORTFOLIO ORGANIZATIONS

216



ACTIVE LOCAL PORTFOLIO  
ORGANIZATION BOARD MEMBERS

565,744



INDIVIDUALS AND FAMILIES  
REACHED THIS YEAR

\$30,558,618



INVESTED IN GREENLIGHT PORTFOLIO  
ORGANIZATIONS TO DATE

\$206,169,265



ADDITIONAL NON-GREENLIGHT FUNDS RAISED BY  
PORTFOLIO ORGANIZATIONS TO DATE

349



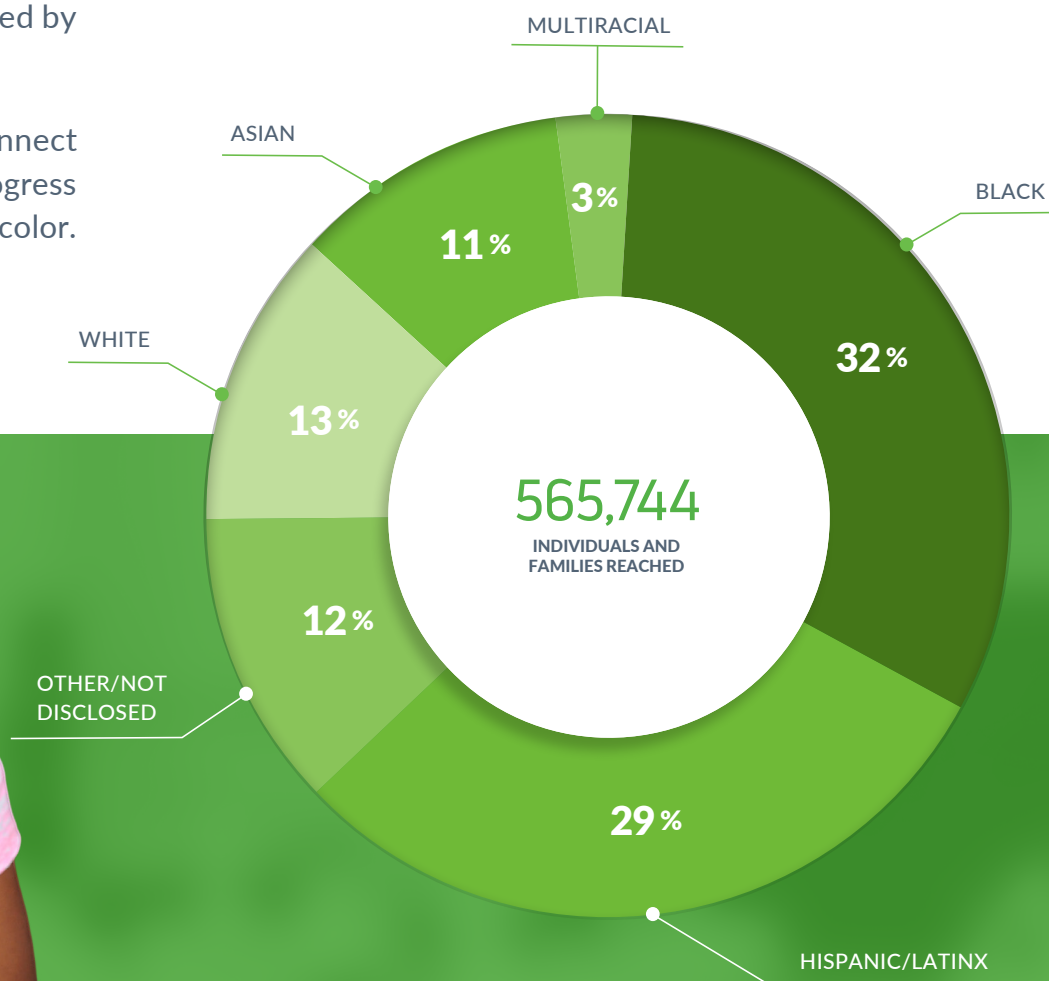
SELECTION ADVISORY COUNCIL  
MEMBERS ACROSS SITES



# REACHING PARTICIPANTS MOST IMPACTED

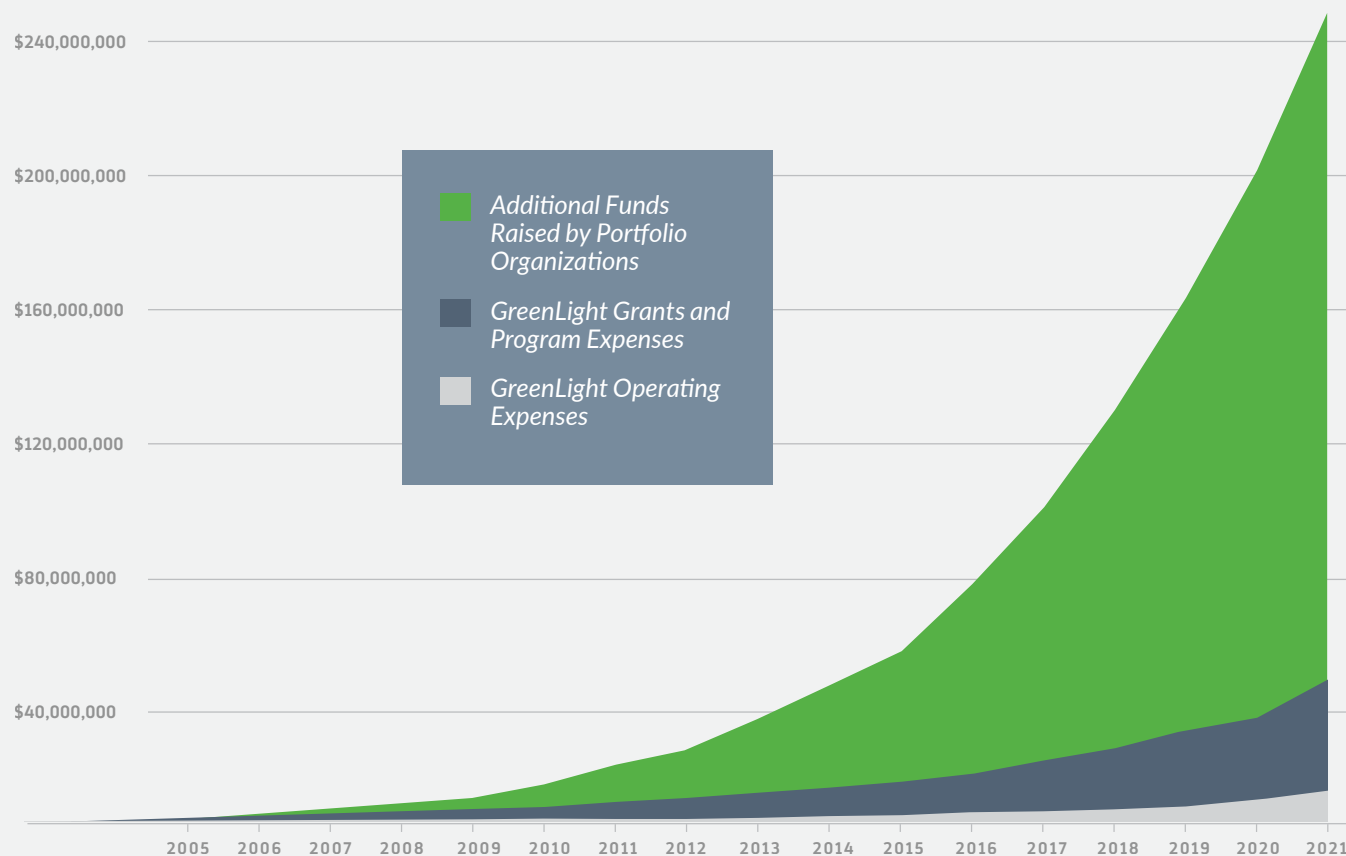
Participants reflect the demographics of individuals facing barriers to prosperity in our communities, with **75%** identifying as Black, Hispanic/LatinX, indigenous, or people of color, aligning with each city's poverty demographic as published by the American Community Survey.

We believe leadership is most effective when they can connect deeply with program participants. We continue to make progress as **78%** of local portfolio organization leaders are people of color.

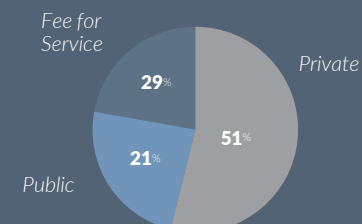


# LEVERAGE ON GREENLIGHT'S INVESTMENT

GreenLight Fund's work in communities and dollars invested locally in portfolio organizations have leveraged an additional \$206M to date, helping portfolio organizations open opportunities for a growing number of children and families.

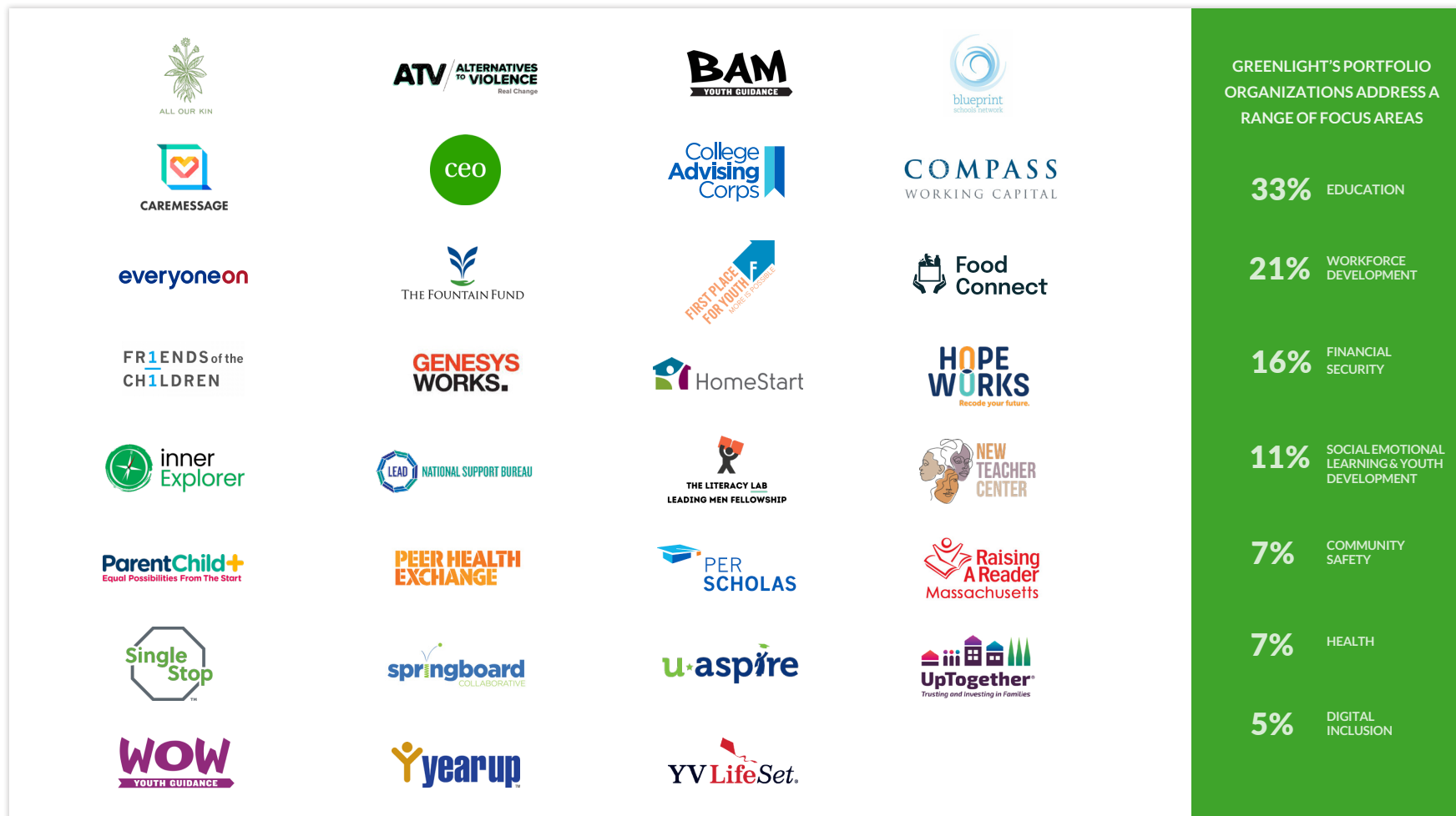


Nearly 50% of 2021 leveraged funding comes from public and fee-for-service revenue sources.



# OUR INVESTMENTS

GreenLight's investments address unmet needs often stemming from longstanding racial inequities identified by each community each year. Our impact increases exponentially as our growing portfolio of innovative programs make measurable progress each year, all across the GreenLight network.



# PHILADELPHIA Results

REPORTING PERIOD JULY 2021 - JUNE 2022

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## THE FOUNTAIN FUND

### LAUNCH 2022

The Fountain Fund provides low-interest loans, often used to reinstate a drivers license, secure employment or secure housing, and financial coaching exclusively to returning citizens (Client Partners), helping them build credit and achieve their self-determined goals. The Fountain Fund's ultimate goal is to help Client Partners gain access to capital that can enhance their opportunity for economic mobility.

### NEED IDENTIFIED

Nearly 25,000 returning citizens reenter Philadelphia on an annual basis and many have limited access to financial resources.

### KEY RESULT

**92%** of clients in other locations reported at least one **significant improvement in their lives** as a result of their loan.

## HOPEWORKS

### LAUNCH 2022

Hopeworks is a nonprofit social enterprise that provides young adults from under-resourced communities with professional training, paid internships and real-world business experience in technology fields. Once training is completed, participants have the opportunity to work in one of Hopeworks' social enterprises that can lead to high-wage, permanent opportunities for youth in a growing tech industry.

### NEED IDENTIFIED

Young adults from under-resourced communities lack access to devices, internet connectivity and equitable pathways to training and employment in tech-related fields.

### KEY RESULT

**95%** of program participants in other locations gain **access** to permanent high speed connectivity. Average **annual wage** for youth completing program is **\$43,000**.

## COMPASS WORKING CAPITAL

### LAUNCH 2018

Compass Working Capital is putting the tools to build assets and financial capabilities into the hands of families with barriers to economic mobility. 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

Program graduates **increased their earnings** by an average of **\$15,717**.

### INDIVIDUALS REACHED IN 2021-22

**1,173**



## REACHING GOALS: COMPASS WORKING CAPITAL

Akriah joined the program as one of the first participants, stating early on that her goals were to become a homeowner and raise her son in a stable environment. While in the program, she learned about budgeting, credit and debt, and began to increase her income through work in the School District of Philadelphia. In addition to being connected to several resources, the program enabled her to save enough money to purchase her first home in August 2021.



BY THE NUMBERS

**Philadelphia**

**7**

PORTFOLIO ORGANIZATIONS

**31**

SAC MEMBERS

**7,363**

INDIVIDUALS AND  
FAMILIES REACHED

**\$5.4 M**

INVESTED IN PORTFOLIO  
ORGS TO DATE

**\$28.8 M**

ADDITIONAL LEVERAGED  
DOLLARS

## 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 33% of third graders in Philadelphia were reading at grade level.

### KEY RESULT

**85%** of families improved in demonstrating children's **school readiness**.

### INDIVIDUALS REACHED IN 2021-22

**888**

## CENTER FOR EMPLOYMENT OPPORTUNITIES

### LAUNCH 2015

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

35% of Philadelphians released from state prison were rearrested within one year, particularly among young adults.

### KEY RESULT

Over **48%** of CEO participants **maintained employment** for at least one year.

### INDIVIDUALS REACHED IN 2021-22

**190**



## COMMITTED TO FAMILY STABILITY: PARENTCHILD+

*We don't know  
what we'd do  
without  
ParentChild+*

PARENTCHILD+  
Parent

”

A family who recently completed the program began experiencing challenges with housing. By contacting their Early Learning Specialist (ELS), ParentChild+ was able to provide additional resources to help the family through their housing struggle.

Learning materials received during previous visits were in storage, so the ELS brought books, games, and puzzles to the families' new location. “We don't know what we'd do without ParentChild+,” said the parent.

## 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

Many young adults in Philadelphia were disconnected from education and employment.

### KEY RESULT

**76%** of students enrolled at Year Up are **either employed or in college** full-time.

### INDIVIDUALS REACHED IN 2021-22

**83**

## 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

**\$1,034,006** drawn down by Community College students in **cash/non-cash benefits** to support students' progress towards degree completion.

### INDIVIDUALS REACHED IN 2021-22

**5,029**



## BREAKING DOWN BARRIERS: SINGLE STOP

A student who is also a single father and sole provider of two children under the age of three, requested support with basic needs and childcare so he could attend class and study.

Single Stop connected the student with emergency funding for food, child care, and more. Additionally, Single Stop helped the student complete a public benefits application for state-funded childcare. The student is in the process of completing his studies and plans to transfer to a 4-year institution in the fall to pursue a bachelor's degree.

# GreenLight Fund

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