

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



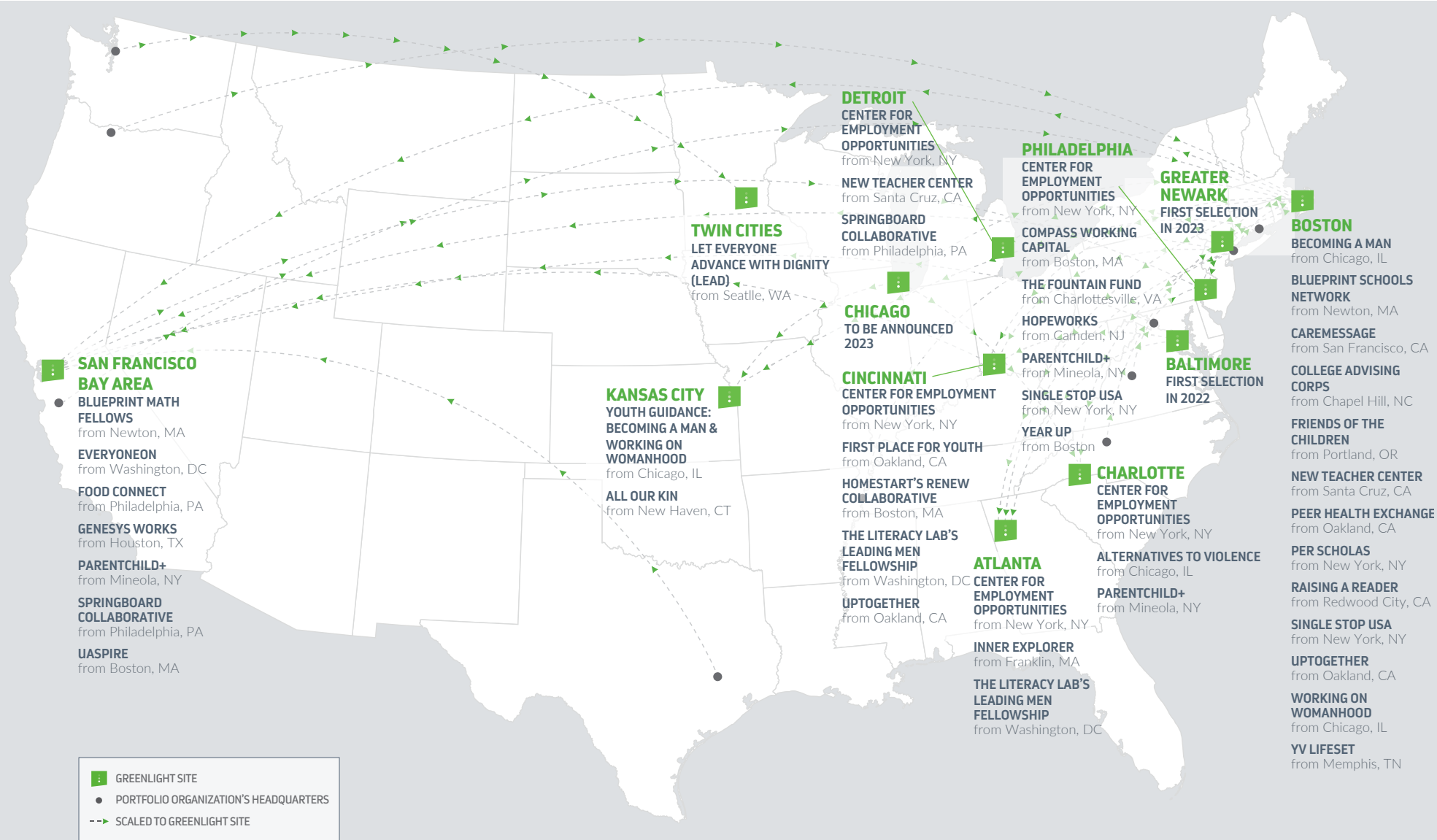
JOHN SIMON
Board Chair and Co-founder



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

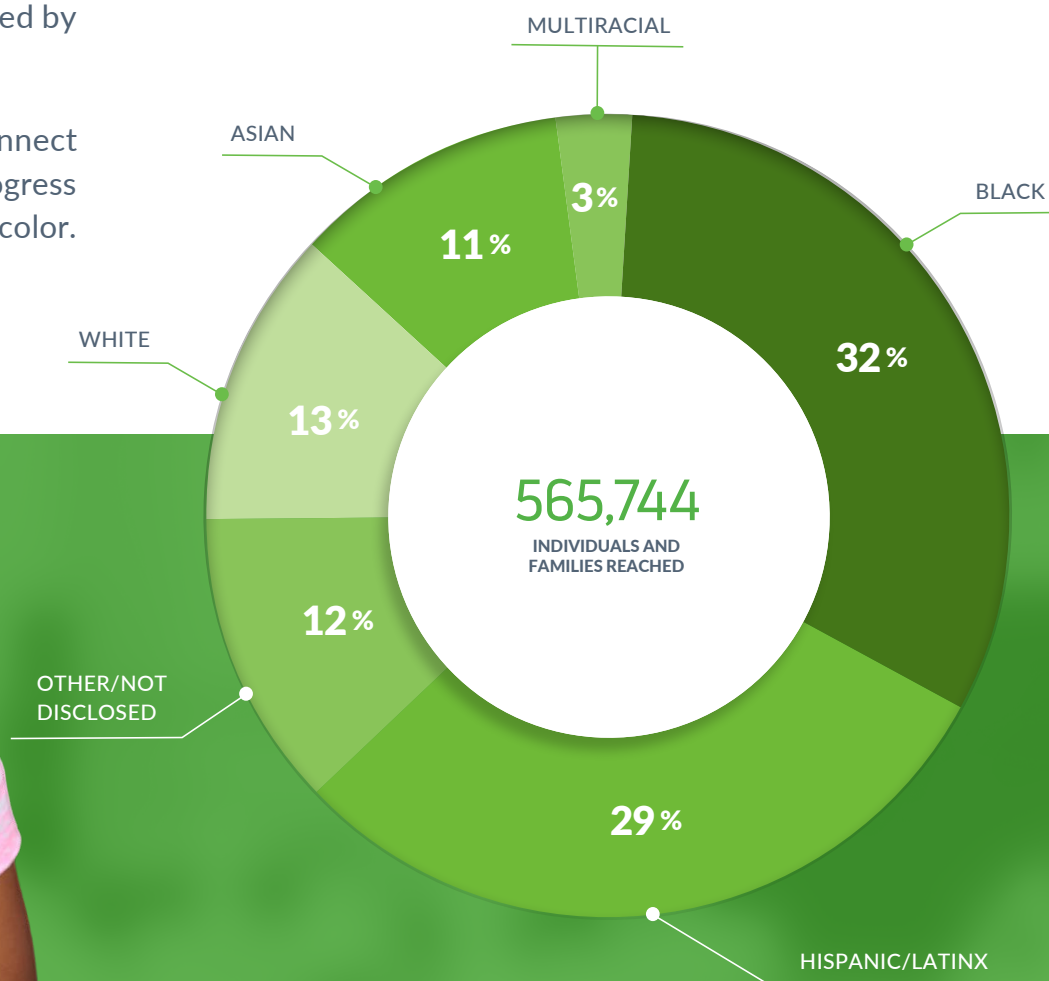
SELECTION ADVISORY COUNCIL
MEMBERS ACROSS SITES



REACHING PARTICIPANTS MOST IMPACTED

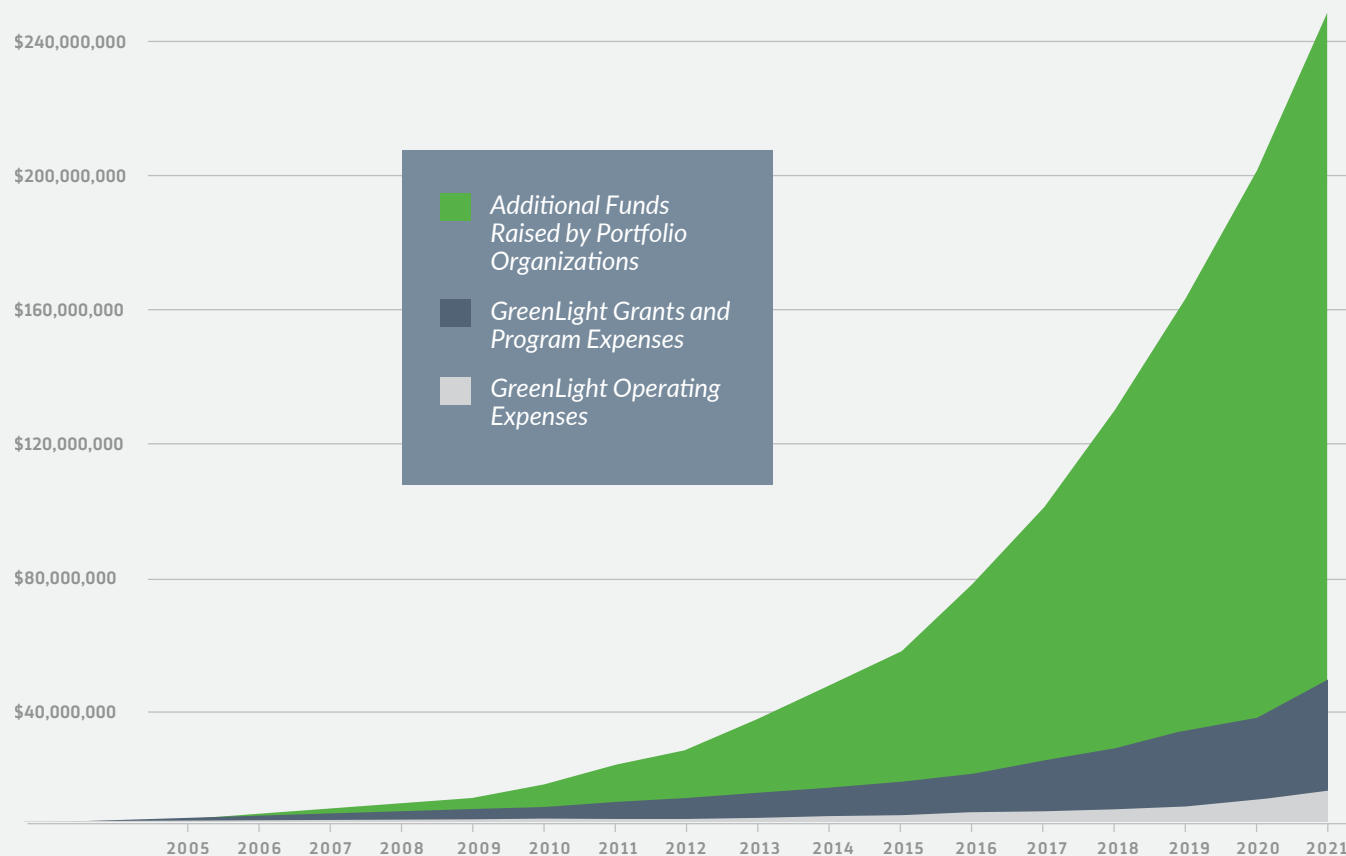
Participants reflect the demographics of individuals facing barriers to prosperity in our communities, with **75%** identifying as Black, Hispanic/LatinX, indigenous, or people of color, aligning with each city's poverty demographic as published by the American Community Survey.

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.

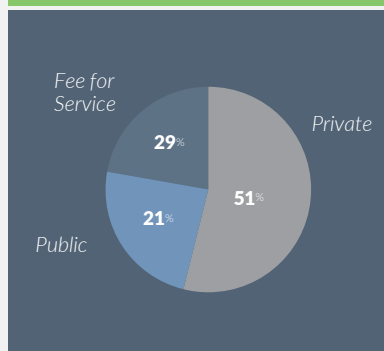


LEVERAGE ON GREENLIGHT'S INVESTMENT

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.

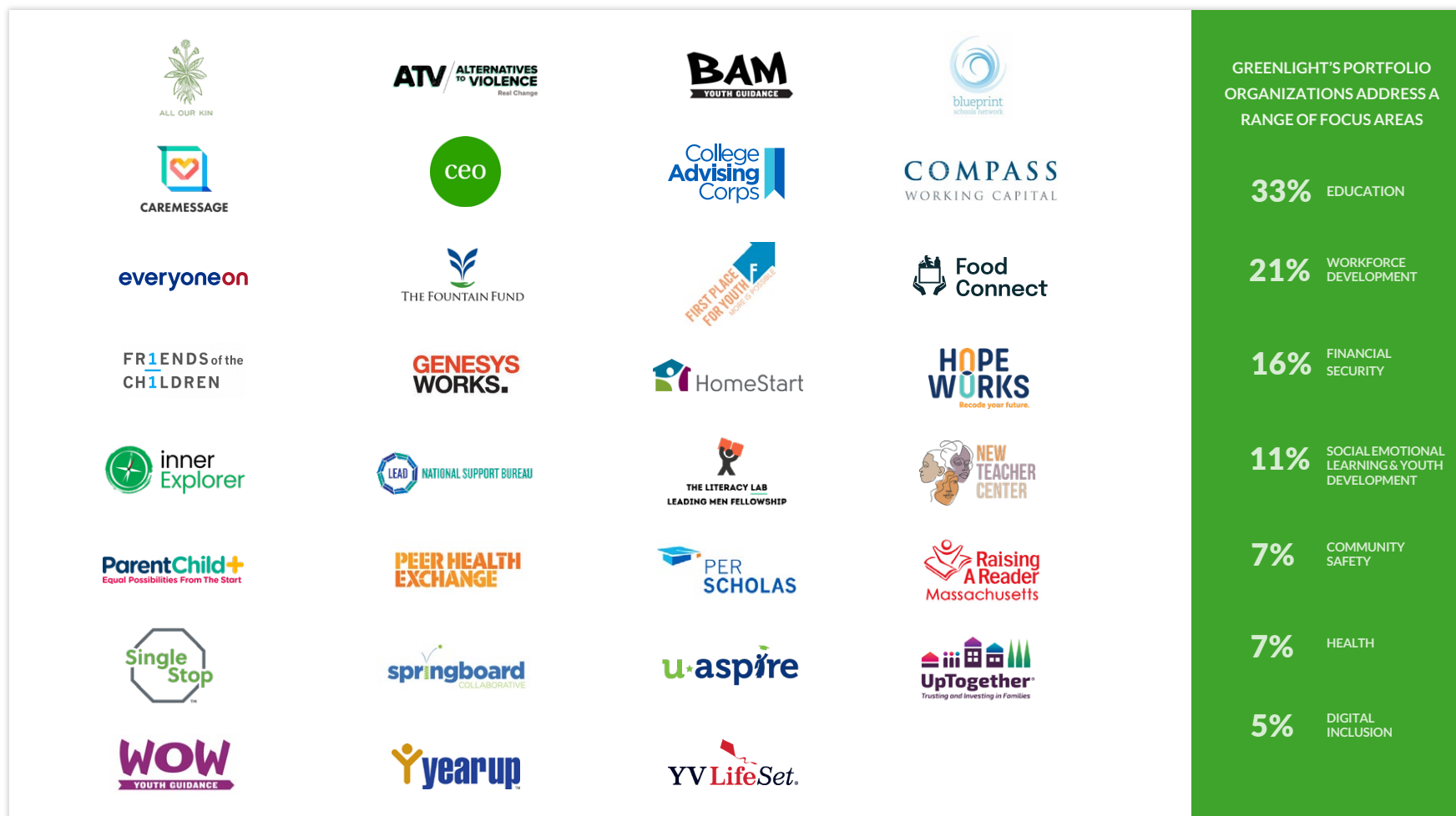


Nearly 50% of 2021 leveraged funding comes from public and fee-for-service revenue sources.



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.



WORKING ON WOMANHOOD

LAUNCH 2021

Working on Womanhood (WOW) is an in-school, group-based counseling and clinical mentoring program that cultivates leadership, promotes mental health and fosters the social-emotional skills of girls and young women in grades 6-12.

NEED IDENTIFIED

In 2019, 45% of girls in Boston Public Schools reported feeling sad or hopeless for two or more weeks and female students were significantly more likely to experience depression and suicidal thoughts than their male counterparts.

KEY RESULT

WOW launched in **four public schools** in Boston (3) and Cambridge (1).

INDIVIDUALS REACHED IN 2021-22

26



SUPPORTIVE COMMUNITY: WORKING ON WOMANHOOD

"Going in, I honestly thought I wouldn't get anything out of it. Before, I was really closed off and wouldn't talk about my feelings, But I learned it was ok to do that. My (WOW) counselor would talk to me like a human, not just a child. And I realized I could reach out to other women in my life, as well, like family and teachers."

WOW SCHOLAR



OPENING DOORS: PER SCHOLAS

"After Per Scholas, all of a sudden I was getting interviews, because Per Scholas is well known and reputable. It has been night and day in terms of the difference between before and after Per Scholas."

CHRISTOPHER,
Per Scholas Graduate

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 class of 2011 graduates did not complete college within six years. Now adults, many have aged out of traditional workforce development programs.

KEY RESULT

Currently offering 4 training tracks in Greater Boston. Average starting **wage** for 2021 graduates is **\$24/hour**.

INDIVIDUALS REACHED IN 2021-22

204



BY THE NUMBERS

Boston

13

PORTFOLIO ORGANIZATIONS

105

ACTIVE LOCAL
BOARD MEMBERS

499,519

INDIVIDUALS AND
FAMILIES REACHED

41

SAC MEMBERS

\$9.8M

INVESTED IN PORTFOLIO
ORGS TO DATE

\$110.4M

ADDITIONAL LEVERAGED
DOLLARS

155

STAFF MEMBERS WORKING
FOR PORTFOLIO

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.

KEY RESULT

70% of BAM Scholars showed **gains in socio-emotional learning** including emotional control, perseverance, empathy, and academic motivation.

INDIVIDUALS REACHED IN 2021-22

401

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

Health centers leveraged CareMessage to send vaccine-related messaging to their patients to **improve access and vaccine confidence**.

INDIVIDUALS REACHED IN 2021-22

468,023

COLLEGE ADVISING CORPS - BOSTON UNIVERSITY

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

During the peak of the pandemic, **80% of graduates** (2,173) from the class of 2020 enrolled in **246 different institutions**.

INDIVIDUALS REACHED IN 2021-22

18,458



BEYOND THE FORMS: COLLEGE ADVISING CORPS

Sihem always knew she wanted to attend college, but she had a lot of questions. She was relieved to meet her College Advising Corps adviser. Not only could Izzy help her with all the forms, but she also openly shared the joys and challenges of navigating college as a first-generation woman of color.

"I went into senior year so stressed about the college process with no guide whatsoever on where to start and how to do it. Izzy saved me! Her support was a key component that helped me reach where I am today." Today, Sihem is a freshman at Boston University having accepted the prestigious Menino Scholarship.

SINGLE STOP

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.

KEY RESULT

Bunker Hill Community College students reached out to Single Stop **5,385** times during the academic year.

INDIVIDUALS REACHED IN 2021-22

1,561

UPTOGETHER

LAUNCH 2010

UpTogether 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

The 2008-09 recession.

KEY RESULT

Launched Trust & Investment Collaborative, a study of community and cash together and its **impact on more than 1,400 local families**.

FAMILIES REACHED IN 2021-22

1,532

YV LIFESET

LAUNCH 2008

YV LifeSet, 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 foster care system.

KEY RESULT

90% of youth are in **school, employed, or in GED** classes at 12 months post-discharge.

INDIVIDUALS REACHED IN 2021-22

724



A CHANGED LIFE: YVLIFESSET

In the 11 years since Brett was discharged from LifeSet, he has found gainful employment and moved to a safe, secure place to live. At his job as a delivery driver with a national moving company, Two Men and a Truck, Brett was sent to the Youth Villages office to pick up and deliver 3,000 holiday gifts for young people in need across the state. Brett was so excited to be back. He has achieved successes that, at one point in his life, he never thought would be possible.

"LifeSet is such an incredible program," Brett said. "There's no way I'd be where I am today if I hadn't been in LifeSet. I hope my specialist knows just how much she changed my life."

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.

KEY RESULT

Launched Selfsea providing support, resources and stories via an app that prioritizes young people's identities and experiences about mental health, sexual health and beyond.

INDIVIDUALS REACHED IN 2021-22

1,415

RAISING A READER MASSACHUSETTS

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

88% of participating families **reading together** at least three times per week after one year in the program.

INDIVIDUALS REACHED IN 2021-22

6,572

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

98% on-track to graduate with a high school diploma or GED, **99%** avoided the juvenile justice system, **99%** avoided early parenting.

FAMILIES REACHED IN 2021-22

603

MY CROWN

by Justis Porter
WOW Boston participant

Down below somewhere in me is a little girl who was once too afraid to speak up

That little girl has stayed there for years, witnessing me learn lessons

Lessons that helped me know my worth, and made sure that I knew it so well and could never forget it

The lessons that made that little girl who was too afraid to say "no", into a young woman who is not afraid to roar

For I have learned my boundaries, and am not afraid to stand up for them

While my crown was forged out of lessons that weren't so pleasant to learn

It was also forged out of the love and care that my friends, family, and mentors have shown me

Their time, energy, and effort were spent to help me become who I was meant to be

"Who is that?" you may ask

My answer is "A strong and dedicated young woman who is not afraid to shine".

And thankfully, I now have a crown that I can call mine.

SAN FRANCISCO BAY AREA Results

REPORTING PERIOD JULY 2021 - JUNE 2022

GREENLIGHT FUND IMPACT REPORT 2021-22
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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 through 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

Delivered nearly **280,000 meals** to Bay Area individuals and families at a 99.67% success rate for a first attempt.

INDIVIDUALS REACHED IN 2021-22

32,486

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

Partnered with **25 organizations** across the Bay Area to **increase digital equity**. **99%** of training participants now report basic understanding of and comfort with communicating and staying connected via digital platforms.

INDIVIDUALS REACHED IN 2021-22

3,373

GAINING PROFICIENCY: EVERYONEON

"I wanted to learn more to improve and be able to help my son at school and to help me in a new job where the use of the computer is required. I learned new things and the teacher explained them all in a simple way so it was very easy to learn."

YOLANDA NAVA,
Class at Unity Council



BY THE NUMBERS
Bay Area

7

PORTFOLIO ORGANIZATIONS

42,573

INDIVIDUALS AND
FAMILIES REACHED

\$4.8 M

INVESTED IN PORTFOLIO
ORGS TO DATE

\$48.1 M

ADDITIONAL LEVERAGED
DOLLARS

SAN FRANCISCO BAY AREA Results

REPORTING PERIOD JULY 2021 – JUNE 2022

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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

83% of children demonstrated high level of **school readiness** at program completion. 100% of Early Learning Specialists connected families with needed services (e.g. diapers, food).

INDIVIDUALS REACHED IN 2021-22

485

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. Many Fellows go on to become math teachers, creating a key teacher pipeline for school districts.

NEED IDENTIFIED

Low math proficiency rates for middle school students.

KEY RESULT

The average Bay Area Blueprint student **grew by 1.26 school years** worth of math content in just six months.

INDIVIDUALS REACHED IN 2021-22

936

SPRINGBOARD COLLABORATIVE

LAUNCH 2015

Springboard Collaborative closes the reading achievement gap by coaching teachers, training family members and incentivizing learning for early elementary school students. They bring learning directly into homes via virtual and in-person partnerships among students, adults in the family and school teachers.

NEED IDENTIFIED

Summer learning loss for elementary school students.

KEY RESULT

Engaged **85%** of families in supporting their child's reading growth and goals. Due to significant efficacy in Bay Area, expanded to Los Angeles Unified School District with a \$16M leveraged commitment to serve **30,000 students** over the next three years.

INDIVIDUALS REACHED IN 2021-22

2,630



SUPPORTING EARLY DEVELOPMENT: PARENTCHILD+

This program provides a great head start for children entering school. ”

“Me gustaría agradecer a quienes hacen posible esté programa de ParentChild+ disponible para padres y madres como yo. Thank you very much, Samuel and I are very blessed to be in the program. Samuel is two years-old and since we entered the program, I have seen an improvement in his recognition of words and objects.

He is always ready and willing to see Melanie, his Early Learning Specialist (ELS). She provides us with her help and knowledge to continue learning through materials that are easy for Samuel to understand. This program provides a great head start for children entering school well-prepared and ready to succeed.”

ELIZABETH, Mom of Samuel

SAN FRANCISCO BAY AREA Results

REPORTING PERIOD JULY 2021 - JUNE 2022

GREENLIGHT FUND IMPACT REPORT 2021-22
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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.

KEY RESULT

uAspire continues to expand services across the Bay Area to more holistically support students. Nearly **600** high school seniors became **FAFSA/Dream Act certified**.

INDIVIDUALS REACHED IN 2021-22

2,348

GENESYS WORKS

LAUNCH 2013

Genesys Works enables motivated high school students to work in meaningful internships at major corporations during their senior year of high school. After an intensive training program, students work with partner companies, gaining relevant skills and experiences leading to success as professionals in the corporate world.

NEED IDENTIFIED

Workforce development programs for aspiring first generation college students.

KEY RESULT

100% of Genesys Works alumni **persisted from year 1 to year 2** in college.

INDIVIDUALS REACHED IN 2021-22

315



OVERCOMING OBSTACLES: UASPIRE

Working with my uAspire advisor has made me more prepared for the future and equipped me with the correct skills.

"I was very stressed about paying for college. I'm the first person in my family to go to college and it was very difficult to navigate things like the FAFSA. I was frantically searching for scholarships and uAspire connected me with outlets to find them.

Not needing to go through it alone was the best part. Having someone to guide me and walk me through the steps because my parents weren't able to. She helped me realize that it was okay to not know these things. It was a lot of emotional support as well. Working with my uAspire advisor has made me more prepared for the future and equipped me with the correct skills."

LANI LAM, uAspire participant, UC Davis Sophomore

PHILADELPHIA Results

REPORTING PERIOD JULY 2021 - JUNE 2022

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

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.

HOMESTART

LAUNCH 2022

HomeStart's Renew Collaborative is an economically sustainable program implemented by United Way of Greater Cincinnati that prevents eviction by creating household financial blueprints, providing rental assistance and 12 months of post-crisis stabilization case management.

NEED IDENTIFIED

High rates of non-payment evictions result in adverse health and financial outcomes for families.

KEY RESULT

Goal for **90%** of eligible public housing residents facing non-payment rent eviction to **remain housed** after year one and maintain no eviction after three years.

THE LITERACY LAB'S LEADING MEN FELLOWSHIP

LAUNCH 2022

The Literacy Lab's Leading Men Fellowship tackles systemic education inequities by closing the literacy gap through high-quality pre-k tutoring, employing young men of color as trained, paid literacy tutors, and diversifying the teacher pipeline by laying the foundation for young men of color to pursue careers as educators.

NEED IDENTIFIED

Lack of high-quality professional opportunities for young men of color, persistent achievement gap and low reading proficiency in low-wealth communities, lack of diversity in teacher workforce.

KEY RESULT

After one year, goal for **75%** of students to achieve **measurable literacy growth**.

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

100% of youth have either obtained their High School Diploma/GED or are actively progressing in school.

INDIVIDUALS REACHED IN 2021-22

28



FURTHERING EDUCATION: FIRST PLACE FOR YOUTH

Jason, a high school senior, wasn't motivated to finish school sharing that school was too much, that he didn't want to work, and preferred to stay home. The Education and Employment Specialist worked with Jason explaining that if he had no intention of working, school should be a priority. The school team along with his support system ensured that all barriers to Jason's education were cleared.

The Youth Advocate addressed Jason's mindset that prevented him from completing school work. With support in place, Jason was motivated to get school work done. Jason graduated in May 2022 and is working with his Specialist to find employment.



BY THE NUMBERS

Cincinnati

5

PORTFOLIO ORGANIZATIONS

1,587

INDIVIDUALS AND FAMILIES REACHED

34

SAC MEMBERS

\$3 M

INVESTED IN PORTFOLIO ORGS TO DATE

\$12.5 M

ADDITIONAL LEVERAGED DOLLARS

12

STAFF MEMBERS WORKING FOR PORTFOLIO

UPTOGETHER

LAUNCH 2017

UpTogether 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

66% of Cincinnati members used UpTogether dollars to cover basic needs and expenses.

INDIVIDUALS REACHED IN 2021-22

1,417

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

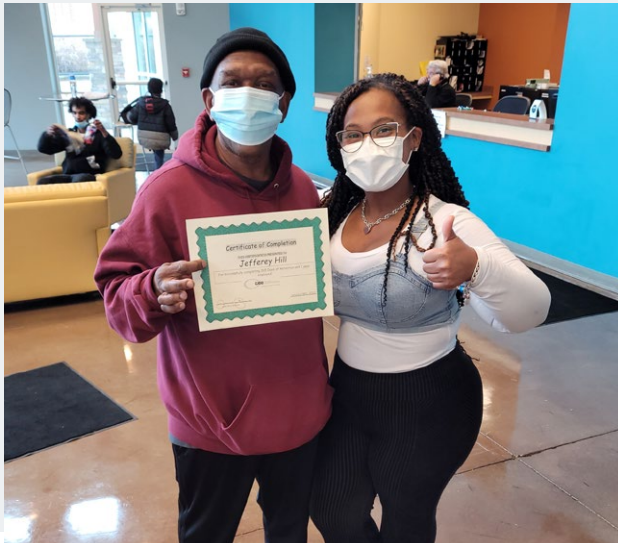
High rates of recidivism and unemployment for individuals reentering Cincinnati after incarceration.

KEY RESULT

Average job placement wage of **\$14.99**, a **17% increase** from last year.

INDIVIDUALS REACHED IN 2021-22

142



SETTING UP FOR SUCCESS: CEO

I like how the staff communicates with me, it makes me want to succeed. ”

“CEO has helped me become a better person. I like how the staff communicates with me, it makes me want to succeed. I have never held a real job before working at CEO. The CEO staff helped me want to work and be on time.

Now I am in a place where I can get a full-time job and be ready for that job. I really don't want to leave CEO, because of how the staff treats everyone. CEO is a safe space.”

TERENCE WHITE, CEO participant

SPRINGBOARD COLLABORATIVE

LAUNCH 2020

Springboard Collaborative closes the reading achievement gap by coaching teachers, training family members and incentivizing learning for early elementary school students. They bring learning directly into homes via virtual and in-person partnerships among students, adults in the family and school teachers.

NEED IDENTIFIED

Less than 1 in 5 Detroit third-graders read at grade-level with COVID further exacerbating progress to proficiency.

KEY RESULT

82% of students reached or exceeded the **next reading level**.

FAMILIES REACHED IN 2021-22

497



"Thank you all for helping me and my son learn different reading strategies weekly. I have seen a tremendous amount of growth in his ability to sound words out!"

TAYLER, Springboard Collaborative parent

NEW TEACHER CENTER

LAUNCH 2019

New Teacher Center (NTC) provides school-based Mentors with job embedded, evidence-based support rooted in academic and social and emotional learning competencies. Veteran, peer Teacher Mentors deliver instructionally-focused support and actionable feedback to new teachers, accelerating teaching practice and student learning.

NEED IDENTIFIED

New teachers struggle to simultaneously master the profession, improve performance for their students and persist in the field.

KEY RESULT

83% of teachers report their mentor **positively influenced** their teaching practice and **89%** are confident with **implementing effective teaching** strategies.

INDIVIDUALS REACHED IN 2021-22

12,450

CENTER FOR EMPLOYMENT OPPORTUNITIES

LAUNCH 2018

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 Detroit after incarceration.

KEY RESULT

One year after graduating from a transitional work crew to permanent employment, **74%** of program participants **remain employed**.

INDIVIDUALS REACHED IN 2021-22

92



BY THE NUMBERS

Detroit

3

PORTFOLIO ORGANIZATIONS

13,039

INDIVIDUALS AND
FAMILIES REACHED

\$1.85 M

INVESTED IN PORTFOLIO
ORGS TO DATE

\$8 M

ADDITIONAL LEVERAGED
DOLLARS

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

Far exceeding the goals for community members reached in the first year, the county saw a **40% reduction** in homicides.

INDIVIDUALS REACHED IN 2021-22

829

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

Average job placement wage of **\$14.84**, a **14% increase** from last year.

INDIVIDUALS REACHED IN 2021-22

130

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

High adverse childhood experience (ACE) scores for children entering kindergarten and 39% third grade literacy proficiency in Charlotte-Mecklenburg schools.

KEY RESULT

90% of enrolled families improved in demonstrating **school readiness**.

INDIVIDUALS REACHED IN 2021-22

300



FOSTERING EARLY LEARNING: PARENTCHILD+

Coming from a single-parent home with three siblings, Austin's mother was concerned he was falling through the cracks in his learning and development. Austin displayed limited vocabulary and showed no interest in learning. Austin's mother changed her work schedule to focus on Austin, but saw little improvement. After being referred to ParentChild+ at INLIVIAN by her sister, Austin's mother entered the program and began working with an Early Learning Specialist (ELS).

Within four months, Austin's ELS reports an increase in his vocabulary and an improvement in pronunciation. He has learned all of his primary colors, the entire alphabet, and can count from 1 to 11.



BY THE NUMBERS

Charlotte

3

PORTFOLIO ORGANIZATIONS

26

ACTIVE LOCAL BOARD MEMBERS

1,259

INDIVIDUALS AND FAMILIES REACHED

30

SAC MEMBERS

\$1.4M

INVESTED IN PORTFOLIO ORGS TO DATE

\$4.1 M

ADDITIONAL LEVERAGED DOLLARS

ALL OUR KIN

LAUNCH 2022

All Our Kin trains, supports, and sustains family child care educators to ensure that children and families have the foundation they need to succeed in school and in life.

NEED IDENTIFIED

Access to child care is critical for families, especially women, to work, but Kansas City has lost nearly 5,000 childcare spots in the last two years.

KEY RESULT

All Our Kin will reach **200** family child care educators and **1,600** young children by 2026.



STRENGTHENING FAMILY CHILD CARE: ALL OUR KIN

Family child care educators—those who run child care programs in their homes—play an important role in providing care to infants and toddlers, but often operate on razor-thin margins and lack meaningful resources. All Our Kin, in collaboration with a local partner, will create a staffed family child care network with paid, specialized professionals providing peer support, coaching, training and professional development, business support, and help obtaining licensure.

"[All Our Kin] is not guessing about what in-home providers need and what providers need to thrive. They can share their hands-on experience of working with providers with us." - **Shuneece Smith**, Community Consultant and Family Child Care Provider

YOUTH GUIDANCE - BAM

LAUNCH 2020

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.

KEY RESULT

BAM youth **improved their scores** on all dimensions of social-emotional learning including critical thinking, empathy, academic motivation, relationships with peers, and emotional control.

INDIVIDUALS REACHED IN 2021-22

140

YOUTH GUIDANCE - WOW

LAUNCH 2020

Working On Womanhood (WOW) is an in-school, group-based counseling and clinical mentoring program that cultivates leadership, promotes mental health, and fosters the social-emotional skills of girls and young women in grades 6-12.

NEED IDENTIFIED

Girls and young women of color are at greater risk of being exposed to trauma, more likely to experience mental health issues like post-traumatic stress disorder (PTSD) and depression and less likely to receive treatment to address trauma.

KEY RESULT

WOW students in the last school year **reported improvement** in these areas: depression (78.9%), generalized anxiety (70%), PTSD (78.3%) and social anxiety (64.7%).

INDIVIDUALS REACHED IN 2021-22

108



BY THE NUMBERS
Kansas City

10

ACTIVE LOCAL BOARD MEMBERS

38

SAC MEMBERS

\$1.8M

INVESTED IN PORTFOLIO
ORGS TO DATE

\$2.8 M

ADDITIONAL LEVERAGED
DOLLARS

INNER EXPLORER

LAUNCH 2022

Inner Explorer is an evidence-based mindfulness program designed to support the mental health and well-being of students in pre-k through high school. Through age-appropriate, audio-guided daily practices available in English and Spanish, school communities learn how to cultivate critical life skills, such as self-awareness, self-regulation, empathy, and resilience.

NEED IDENTIFIED

Youth anxiety and depression have worsened since COVID and disproportionately impact already vulnerable youth, in particular youth experiencing poverty and youth of color.

KEY RESULT

Beginning in the Clayton County Public School District, Inner Explorer will support the mental health and well-being of over **400,000** under resourced **students** in metro Atlanta by the end of the 2025-26 school year through daily mindfulness practice.



IMPACT OF MINDFULNESS: INNER EXPLORER

"Inner Explorer makes me feel like I'm better than I used to be. I may be a better friend to people and listening to the teacher. I think that we should always keep doing this every single day."

— Second grade student

THE LITERACY LAB'S LEADING MEN FELLOWSHIP

LAUNCH 2021

The Literacy Lab's Leading Men Fellowship (LMF) tackles systemic education inequities by (1) closing the literacy gap through high-quality pre-k tutoring; (2) empowering young men of color with financial resources and personal/professional development; and (3) diversifying the teacher pipeline by laying the foundation for young men of color to pursue careers as educators.

NEED IDENTIFIED

In metro Atlanta, 29% of economically disadvantaged students read proficiently by the end of third grade and 8% of teachers are Black males.

KEY RESULT

The **first cohort of Fellows** completed training and are now in Atlanta Public Schools and Sheltering Arms classrooms, projected to reach nearly **400 pre-K** scholars this school year.

CENTER FOR EMPLOYMENT OPPORTUNITIES

LAUNCH 2021

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

Georgia spends more than \$1 billion per year on prison expenditures, nearly \$20,000 annually per person. Over 3,000 citizens return home to metro Atlanta each year with a recidivism rate greater than 30%.

KEY RESULT

The average hourly **wage** for full time employment was **\$15.30**.

INDIVIDUALS REACHED IN 2021-22

156



BY THE NUMBERS
Atlanta

3

PORTFOLIO ORGANIZATIONS

32

SAC MEMBERS

\$1.8 M

INVESTED IN PORTFOLIO
ORGS TO DATE

\$718,545

ADDITIONAL LEVERAGED
DOLLARS



LET EVERYONE ADVANCE WITH DIGNITY (LEAD)

LAUNCH 2022

LEAD, a project of the Law Enforcement Assisted Diversion program, is a public health approach to community safety that diverts individuals cycling in and out of the legal system into a long-term case management model of care.

Utilizing a harm reduction platform to improve outcomes, LEAD is held by community utilizing its collaborative structure to bring a cross section of community leaders, neighborhood residents and business owners together in partnership with case managers to decrease recidivism and improve stability for residents facing behavioral health challenges often criminalized.

NEED IDENTIFIED

Community safety through fewer unnecessary police interactions.

KEY RESULT

Anticipate over **50 participants** in the first year **growing to 200+** in the Twin Cities over the next 4 years, this program will **lower recidivism by 50%**, increase social support by 35% and improve relationships with residents, law enforcement and business owners.



DEEP COMMUNITY PARTNERSHIP

LEAD Minneapolis is starting on the Lake Street Corridor, a longstanding hub of culture and entrepreneurship and an area that has been plagued with a lack of investment and criminal activity driven by the effects of systemic racism. In our efforts to reshape public safety, we heard loud and clear that now is the time to de-center law enforcement and center the community. LEAD Minneapolis will give community members the opportunity to have a direct say in the creation of a safer community

Consistent with the national LEAD model, rather than being “owned” by any one stakeholder or agency, LEAD Minneapolis is implemented as a collective governance model in partnership with the Minneapolis City Attorney’s Office, Pillsbury United Communities, and the Policy Coordinating Group (PCG). The multi-agency PCG provides collective management and joint decision-making while ensuring LEAD Minneapolis has adequate resources to be impactful in our community in connection with our coalition of community partners and funders.



“Like Minneapolis, many communities around the country are seeking ways to improve public safety. LEAD provides us with the opportunity to operate outside of the court system and to engage individuals within the community in a unique and different way.”

JIM ROWADER,
Former City Attorney, City of Minneapolis

COMPLETING THE FIRST SELECTION

Since 2021, GreenLight Baltimore has prioritized ensuring authenticity, innovation, and storytelling in our work. Moving through the GreenLight Method, we held *Meaningful Conversations* - candid discussions and one-on-ones with community stakeholders across Baltimore to understand the needs of community members. After assessing over 100 organizations, we presented four proven direct service programs to the Selection Advisory Council within our two focus areas: Neighborhood Investment and Asset Poverty. We expect to announce our first investment selection by the end of the year.



NEIGHBORHOOD INVESTMENT

Although Baltimore is called the 'city of neighborhoods,' the visibly stark racial and wealth contrasts paint a more complex story. As investment flowed into white areas, it left Black communities behind.

Neighborhoods with less than
50%
of Black residents

received 3.3x the investment than neighborhoods with higher concentrations of Black residents.



High-poverty neighborhoods receive almost **50% less** mission-lending investment dollars than low-poverty neighborhoods.

"I think another part of it is that the programs that are available point you into a category. Everyone's got a different story. It's not always so cut and dry."

— MEANINGFUL CONVERSATIONS PARTICIPANT



ASSET POVERTY

The concept of asset poverty serves to broaden our definition of financial instability to include not only what a family earns, but also what it saves and owns. Rates of asset poverty are typically far higher than income poverty, demonstrating the pervasiveness of the issue.

In Baltimore City,
55%
of households

don't have enough savings to live above the poverty line for three months.



"You're not eligible for this, you're not eligible for..." I wasn't even eligible for food stamps and I was laid off. I made \$336 a week, that is nothing, my rent it's \$1,100, that took my entire checks."

— MEANINGFUL CONVERSATIONS PARTICIPANT

IN PARTNERSHIP WITH COMMUNITY

After launching in January 2022, GreenLight Greater Newark facilitated a GreenLight Community Conversations Tour. Through 200 surveys, 100 conversations, eight community events, and ten focus groups, GreenLight Greater Newark listened to hundreds of diverse perspectives from nonprofit leaders, funders, public sector leaders, community advocates and residents, including parents and young adults, to understand priority, unmet needs. Partnering with the Selection Advisory Council, the team narrowed the focus areas to Workforce Development and Resource Access and Navigation and will now search the country for evidence-based programs with the best local fit to close the identified gaps. The first selection investment is targeted for the fall of 2023.



WORKFORCE DEVELOPMENT

Over **50%** see need for workforce development and upskilling for career mobility.

15.5% of Newarkers have attained a bachelor's degree or higher.

Newark median household income is

\$37,476

\$50,000 less than NJ's median income.



RESOURCE ACCESS & NAVIGATION

80% of community members expressed interest in a central location to gather and disseminate information and resources.

There are **1000+** nonprofits and community-based organizations in Newark.

58% of families in poverty do not receive NJ SNAP benefits (food insecurity support).



HOUSING

50% indicated need for housing stability programs.

Approximately **20,000** people in Newark are evicted annually.

Only **22%** of households are homeowners.

FOR CONSIDERATION IN FIRST SELECTION CYCLE

GreenLight Fund

IMPACT REPORT 2021-22

Investing in Community-Driven Change.

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