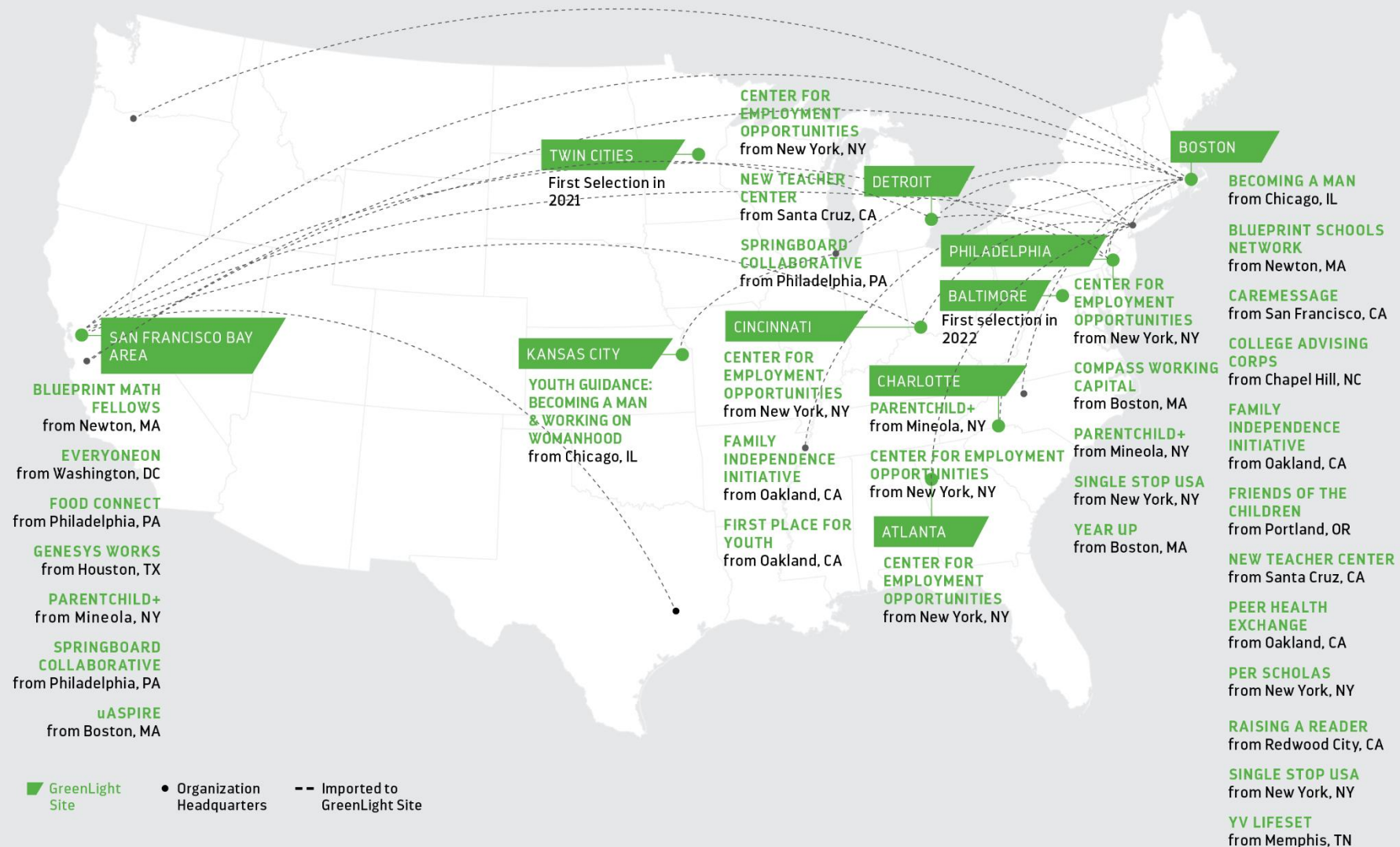


# Our Approach

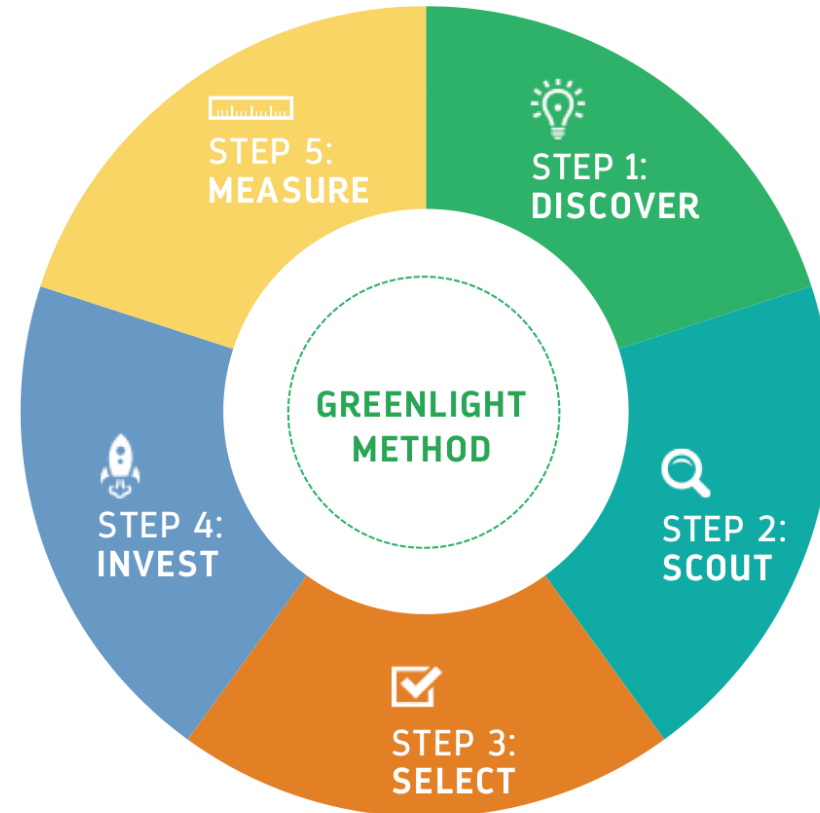
Programs addressing social challenges in innovative and effective ways exist, but they may not be found close to home. GreenLight searches the country for proven programs to address local unmet needs and invests in their expansion to our communities.



\*as of April 30, 2021

# The GreenLight Method

- 1 Discover**  
We assess the local landscape to discover opportunities for transformation
- 2 Scout**  
We search to find the most innovative and successful nonprofits in the nation
- 3 Select**  
Each year, we select a new portfolio organization for each GreenLight community
- 4 Invest**  
In each GreenLight Community, we invest our money, time and passion
- 5 Measure**  
We document the growth and effectiveness of the portfolio





COMPASS  
WORKING CAPITAL



Markita Morris-Louis  
Chief Strategy Officer

## Mission

Compass provides savings and financial coaching programs that support families with low incomes to build assets as a pathway out of poverty and toward greater economic opportunity.

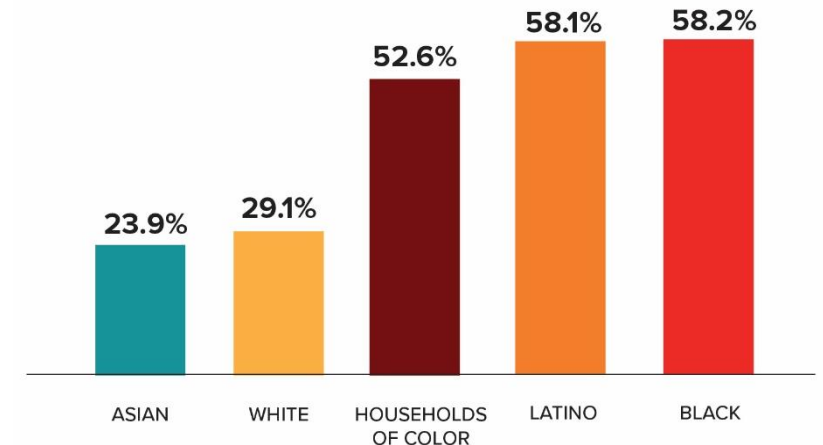
## Vision

We envision the day in which the opportunity to build assets is the norm, and not the exception, for families interacting with our social safety net and public welfare systems.

# What is Asset Poverty?

- A household's inability to access resources sufficient to provide its basic needs for a period of 3 months.
- Asset poverty level income for 3 months for a single household is \$3,100 and \$6,550 for a family of four
- Income poverty rate is 12%
- 24% of Americans are asset poor

\* LIQUID ASSET POVERTY RATE BY RACE

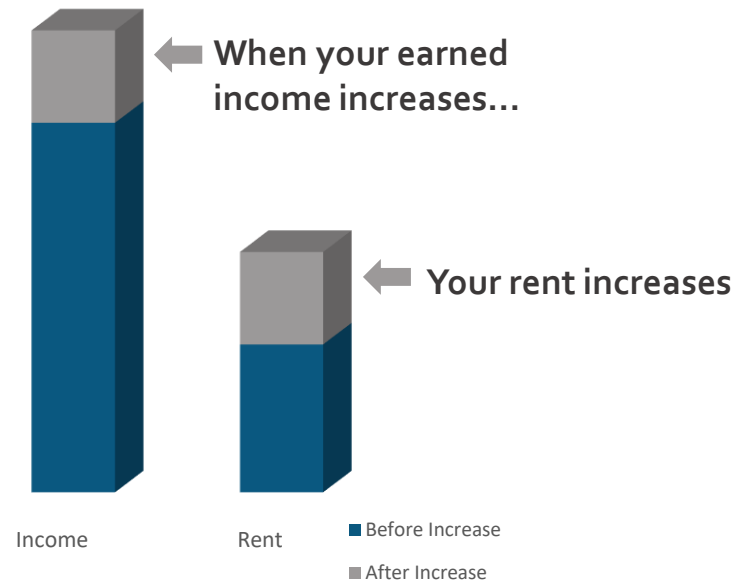


\*Prosperity Now Scorecard: <https://scorecard.prosperitynow.org/main-findings>

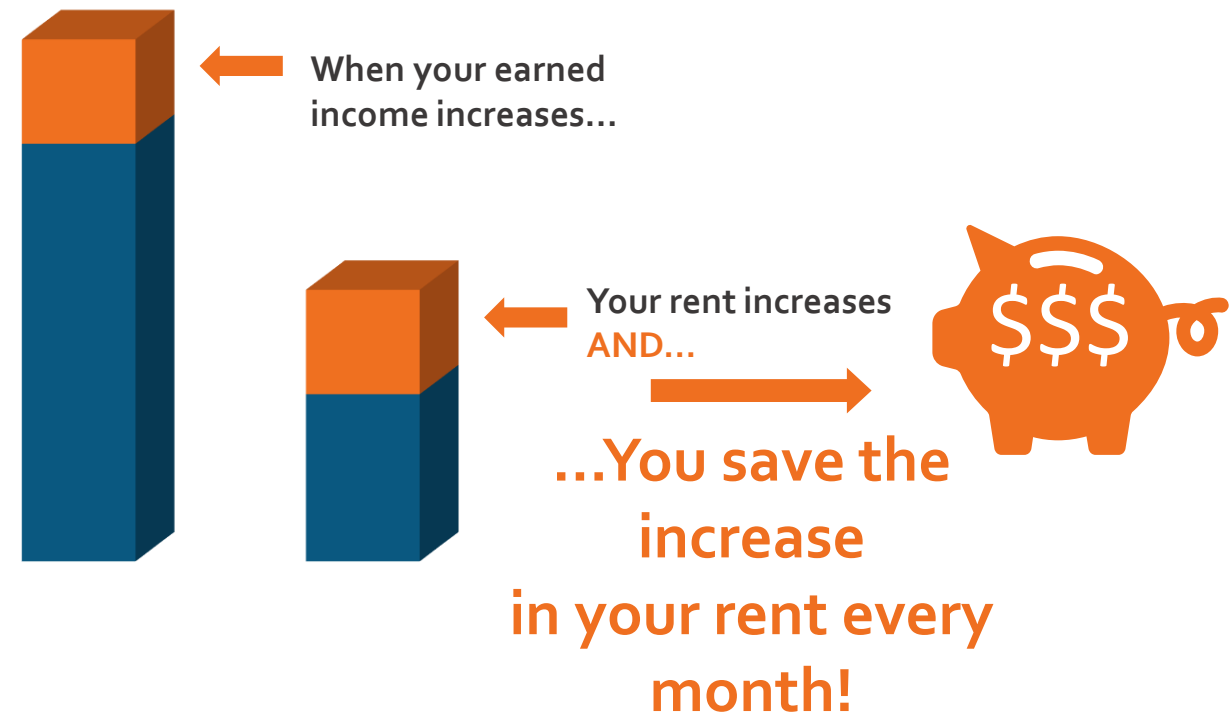
# How the FSS Savings Account Works

When you receive federal housing assistance, your rent is based on your income.

That means:



When you enroll in the FSS program...



## Compass partners with housing providers to deliver a new, asset-building model for FSS:



**FSS Savings Account**



**Client Centered  
Culturally-Competent  
Financial Coaching**



**Financial Education  
Information  
Resources**





4<sup>th</sup> largest public housing authority in the country serving 33,000+ households



National nonprofit established asset building model for FSS



Philadelphia nonprofit with 50+ years of service, deep roots in community



Partner providing scaling resources at market level and credibility



# Parents' love for their children is the single greatest – and most underutilized – natural resource in education



[info@springboardcollaborative.org](mailto:info@springboardcollaborative.org)

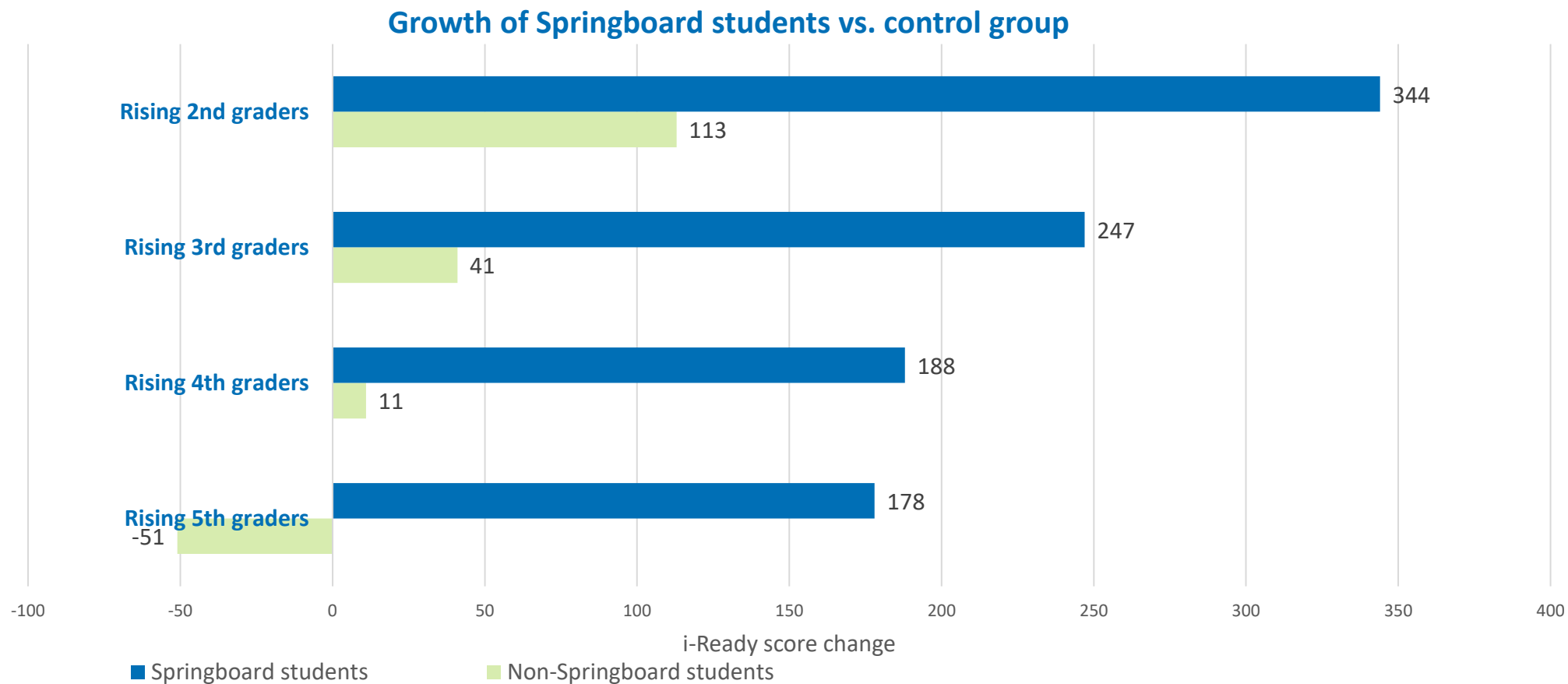


# Family-Educator Learning Accelerators



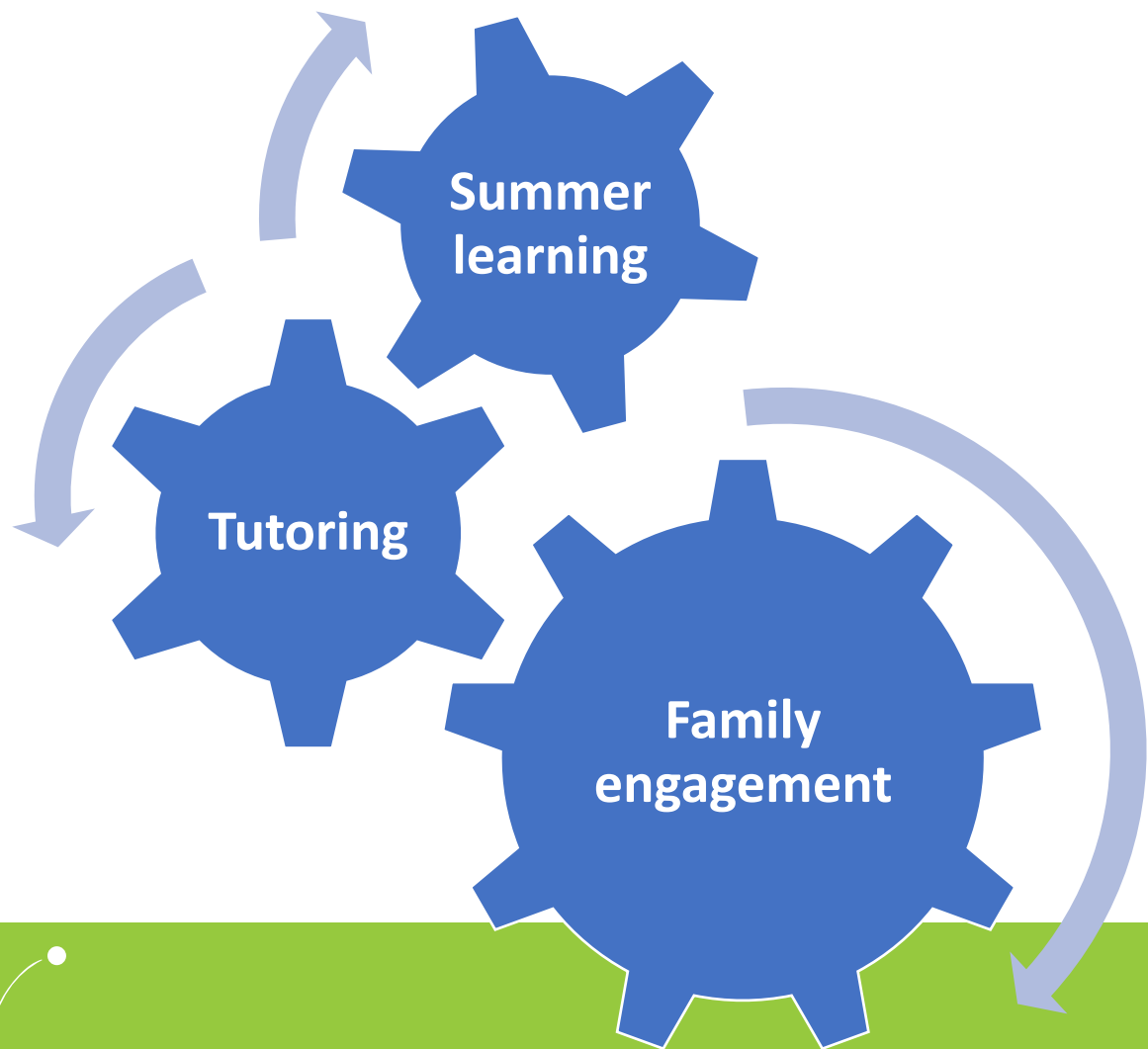
[info@springboardcollaborative.org](mailto:info@springboardcollaborative.org)

# Results



[info@springboardcollaborative.org](mailto:info@springboardcollaborative.org)

# Learning loss recovery



There's simply no going *around* parents. We must work *with* them and *through* them.





# Key Factors in Scaling with a Community Lens

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- Ensuring local community fit and buy-in
- Showing up with a local partnership orientation from the beginning
- Understanding the local ecosystem