LEARNING FROM CRISIS

LESSONS FROM THE ROBIN HOOD RELIEF FUND

JUNE 2021
Dear Friends,

During times of crisis, life is fast-paced, and there is rarely time for contemplation or reflection. But as New York City transitions from crisis mode to recovery, we thought it important to take the time to reflect upon the past fifteen months and examine the lessons COVID-19 taught us.

Little about the past year has been “normal.” Its turbulence often left us lamenting, “are we at the beginning of the end or the end of the beginning?” For certain, we have all grown and evolved. We have all learned something that has changed us as human beings.

For Robin Hood, perhaps among biggest lessons learned is that our institutions and systems are fragile, and that the challenges we have faced are not new. The interrelated nature of the public health, economic, and social crises we experienced amplified the problems we have been enduring for far too long, underscoring the need for a recovery that challenges us rebuild better. We must rebuild a (new) New York that is more resilient and more inclusive.

In this document, we are sharing ten of the most significant lessons we have learned through our relief efforts. Over the last 20 years, we have reactivated our Relief Fund three times: after 9/11, Superstorm Sandy, and COVID-19. Each of these events had disastrous effects on New York City, yet each taught us how to overcome.

We want to share the lessons we have learned with you, not simply because they are important, but because you make our relief efforts possible.

On March 17, 2020, we reactivated our Relief Fund in response to COVID-19. Just three days later, generous New Yorkers like you made it possible for Robin Hood to issue its very first relief grants to frontline community partners who were ready to serve those most in need. And you haven’t stopped since then.

More than a year later, your generosity enabled us to raise $80 million toward providing one million New Yorkers most in need with emergency cash assistance, food, health and mental health services, and so much more. Because of your generosity, we were able to provide relief before New Yorkers in need had anyone else to turn to for help. And thanks to you, the Robin Hood Relief Fund remained open for more than a year, outlasting most other local relief funds. We cannot thank you enough, and because of you, New York City is stronger and moving forward.

We are grateful for your trust and confidence, and we remain humbled by our partnerships with more than 600 frontline community-based organizations. Together, we are rebuilding a (new) New York.

Sincerely,
Victoria Bjorklund
**BY THE NUMBERS**

**RELIEF FUND OVERVIEW**

**RELIEF FUNDS RAISED**

$80 MILLION

**DOLLARS ALLOCATED**

$79.5 MILLION

**GRANTS APPROVED**

976

**PARTNERS SUPPORTED**

636

**NEW PARTNERS**

488

**ALLOCATIONS BY MONTH**

![Bar chart showing allocations by month]

**FUNDS GRANTED, BY INTERVENTION ($M)**

- **CASH ASSISTANCE**: $39.24
- **EMERGENCY ASSISTANCE**: $20.85
- **FOOD**: $12.27
- **HEALTH AND MENTAL HEALTH**: $7.17

*All dollar and numbers are as of April 30, 2021.*
YOUR GENEROSITY ENABLED US TO RAISE $80 MILLION TO PROVIDE NEW YORKERS WITH CASH ASSISTANCE, FOOD, HEALTH AND MENTAL HEALTH SERVICES, AND EMERGENCY ASSISTANCE.
LESSONS LEARNED

EVERY CRISIS IS AN OPPORTUNITY TO LEARN

Over the last two decades, New York City was beset by three distinct crises: 9/11, Superstorm Sandy, and the COVID-19 pandemic. Each left an indelible mark on the city, its people, and how we live. Robin Hood responded to each crisis with massive relief efforts totaling more than $220 million and counting.

As we slowly emerge from the COVID-19 pandemic, we thought it was time to take stock of the lessons we’ve learned from providing relief to millions of New Yorkers while assessing the impact of our work. We believe these lessons should provide insights into how we shape our city’s future. Collectively, the lessons learned will help teach us how to rebuild, how to evolve, and how to be more resilient and inclusive. In short, they are the foundations of the blueprint needed for a (new) New York.

Here are the top ten lessons we have learned from the Robin Hood Relief Fund over time:

LESSON #1

RELIEF IS A MARATHON YOU RUN LIKE A SPRINT

When people are in crisis, time is of the essence. A swift response mitigates the fallout from trauma and prevents adverse impacts. Before New York City shut down, we knew the effects of the pandemic would be harsh and potentially devastating for low-income families, and especially for those who are ineligible for government assistance. Our experience during 9/11 and Superstorm Sandy taught us that when you see a need, address it as quickly as possible. Three days after the pandemic shut down New York City, we issued our first relief grants. Because of the generosity of our donors, our relief efforts became a lifeline for nearly one million New Yorkers over the past year.

BECAUSE OF THE GENEROSITY OF OUR DONORS, OUR RELIEF EFFORTS BECAME A LIFELINE FOR NEARLY ONE MILLION NEW YORKERS OVER THE PAST YEAR.
Since 1988, Robin Hood has had one mission: to elevate New Yorkers from poverty. As the COVID-19 crisis unfolded, we knew people would need cash and they’d need food. Our emergency cash assistance enabled people in need to pay rent, buy diapers, purchase groceries, and cover medical expenses — while providing them with a sense of agency over their financial decisions.

**Our relief efforts provided 125,000 New Yorkers with emergency cash assistance, and we gave 221 relief grants to provide emergency food to New Yorkers.**

“Over the last 20 years, we have opened our relief fund three times: after 9/11, Superstorm Sandy, and COVID-19. Each of these events had disastrous effects on New York City, yet each taught us how to overcome.”

— Victoria Bjorklund

Through our emergency assistance efforts: we helped 10,000 low-income New York families purchase diapers; we facilitated remote learning for 20,000 students in Brooklyn by upgrading Wi-Fi services at five Brooklyn library branches that now share their signals with nearby homes that previously had no internet service; we provided thousands of undocumented and mixed status households with emergency cash assistance and other relief services when they had no one else to turn to for help; and we enabled 2,200 street vendors to receive cash assistance to make ends meet as their businesses failed and livelihoods dried up.
Thankfully, Irene is not alone. Vendors across the city have banded together, and Robin Hood’s relief efforts are elevating a beleaguered and overlooked industry of workers.

Before offices shut in March of 2020, Morgan Stanley employees — like hundreds of thousands of New Yorkers across the city — had been getting their morning breakfast and coffees every day from street vendors like Irene. As the pandemic raged much longer than originally anticipated, Morgan Stanley employees wondered what had become of their beloved street vendors who no longer benefited from a steady stream of foot traffic. In response, Morgan Stanley employees launched a fundraising campaign for some of their favorite vendors near their Times Square office, and the overwhelming response inspired them to expand the campaign to vendors across the city. That’s when they reached out to Robin Hood.

For more than two decades, Robin Hood has had a partnership with the Street Vendor Project (SVP), a membership group organized to support the work of the tens of thousands of street vendors across the city under the leadership of Mohamed Attia, who immigrated from Egypt and worked as a vendor himself for many years. We first funded SVP through the Robin Hood Relief Fund’s 9/11 response, and we worked with them again in our 2020 Census campaign, and it was clear that their community had been hit hard by the COVID-19 pandemic and would need our support.

Many street vendors had been ineligible for government aid due to factors like immigration status, and their revenue had experienced a decline of 70-90% since the onset of the pandemic.

In partnership with Morgan Stanley and SVP, we have been able to allocate more than $2.2 million in financial assistance directly to street vendors across New York City. We funded the overhead costs of the program, which included hiring a team of multilingual intake specialists so SVP could meet vendors where they were, as well as a media strategy to share the stories of these street vendors with the public, resulting in tens of thousands of dollars in additional donations.

The movement gained momentum and helped draw more attention to the amazing work by SVP to advocate for street vendors, and in January, the City Council passed legislation increasing the number of street vendor permits and establishing a vendor advisor committee, cementing an incredible victory for those who are so essential to the framework and culture of our city.

Partnerships help to scale impact in times of crisis, and efforts like our partnership with the Street Vendors Project make our city more resilient, more inclusive, and more prepared to weather the next crisis.

IN PARTNERSHIP WITH MORGAN STANLEY AND SVP, WE HAVE BEEN ABLE TO ALLOCATE MORE THAN $2.2 MILLION IN FINANCIAL ASSISTANCE DIRECTLY TO STREET VENDORS ACROSS NEW YORK CITY.

Irene Arizaga specializes in kebabs. Originally from Ecuador and now living in Queens, she comes from a family for whom cooking good food was paramount — to feed others was noble; to feed them deliciously and well, divine. Entrepreneurial by nature, she parlayed her kebabs into a vendor business in Manhattan, and it was quite successful until COVID-19 hit. Overnight, her business came to a halt, and she tragically lost two of her sisters to the virus.

Once ubiquitous, street vendors were a trademark of the city’s vibrant street culture teeming with commuters and tourists; now their struggles for survival illustrate how devastating the economic fallout of the pandemic has been on our local economy.

Street vendor Irene Arizaga
When it Comes to Relief, One Size Never Fits All

Through three major relief efforts, we have developed and built upon relationships. We understand the intricacies of New York City neighborhoods, and we know that what works in Jackson Heights may not work on the Lower East Side. A core tenet of our interventions for relief is proximity of leadership and direct services to communities. With your help, we were able to make 976 grants to 636 community partners across all five boroughs delivering a range of relief services.

Lesson #3

Over time, relief efforts have taught us how to work with new partners and what characteristics to look for in partnering organizations. When we met the founders of Invisible Hands, a nascent app designed during the pandemic by college students to deliver groceries, medication, and other supplies to the elderly and immunocompromised New Yorkers, our investments started out small. The app was innovative and its potential immense. As weeks progressed, we were in awe by the founders’ ability to quickly employ technology to connect New Yorkers in need with those who wanted to be of service. As the app grew, our relief investments deepened.

Simultaneously, past relief efforts taught us to look for game-changing leaders who are charting innovative pathways to relief. This philosophy led us to Rethink Food and World Central Kitchen, two organizations repurposing commercial kitchen spaces to provide hot meals for those in need. Theirs is a novel approach that filled a void by serving millions of meals and generating hundreds of new jobs for unemployed restaurant workers. We remain humbled by those who step forward in the face of a crisis to help others, and continually seek to scale their efforts as we aim to build a (new) New York.

Lesson #4

Start Small and Work with Game-Changing Leaders

(Below left) Invisible Hands volunteer Christian Nevola and delivery recipient Harvey. (Below right) Kiana Muschett-Owes, owner of Rethink’s partner restaurant Katie O’s.
In 1998, the Reverend Dr. Melony Samuels started a food pantry at her church, the Full Gospel Tabernacle of Faith in Brooklyn, where she served as chief administrator. Although the pantry met the needs of approximately 50 families struggling with food security, it was not enough. “I would drive to work in the morning and see long lines of seniors waiting to be served, and the pantry was not opened until four. When I returned at four and saw how the line had grown, it broke my heart.”

So, she did what many of her family and friends thought was crazy: She quit a lucrative job in the insurance industry to dedicate herself to the food pantry full-time. Her supervisor asked her, “Why would you leave a great job to do this?” Dr. Samuels replied, “Because I’ll be happier.”

In 2005, she moved operations out of the church, received a 501(c)(3) status, and named her new nonprofit Grace International, now called The Campaign Against Hunger (TCAH). She implemented several innovations, including allowing clients to shop for the food that met their families’ needs. She developed a workforce program, hiring at-risk and formerly incarcerated youth to handle pantry operations, and pioneered a farm-to-pantry model.

“I wanted to bring more fresh foods into the community. As an African American woman, I was not getting the resources I needed, so I decided we’d just grow the food ourselves.”

What started as a garden in the church’s backyard became four acres across the city, with three more gardens soon to open.

By 2020, TCAH was providing 3 million meals per year while helping clients learn more about healthy eating habits, providing tax prep services, and access to benefits like SNAP, the Supplemental Nutrition Assistance Program, the renamed food stamp program.

Then COVID hit.

With its foothold in many parts of the city, TCAH was uniquely positioned to respond to the crisis. The agency altered its operations to accommodate the surge in need while keeping clients safely distanced by incorporating curb-side distributions. Despite these changes, demand often reached as many as 1,000 families per day — and Dr. Samuels reached out to Robin Hood for help.

Through the generosity of Relief Fund donors, Robin Hood was prepared to help. “We were especially impressed by the way they not only operate food pantries of their own,” said Raj Borsellino, senior program officer at Robin Hood, “they also provide food for smaller pantries across the city.”

TCAH’s daily food distribution has increased more than tenfold since March 2020, serving 20 million meals to families this past year. It also focused on neighborhoods that have been historically underinvested in and hard hit by the pandemic. With seed funding from Robin Hood, the agency recently launched a new food distribution center on the Far Rockaway peninsula in Queens. It now has a staff of 50 and leverages over 4,000 volunteers to serve New Yorkers in 150 zip codes across the city. Since Last March, they have served more than 19 million meals.

“We are so grateful for Robin Hood’s support,” said Dr. Samuels, “which hasn’t been just financial. They’ve helped a great deal with technical support. We’ve learned so much.”

The learning was mutual. “Dr. Samuels’s thoughtfulness and leadership have helped combat food insecurity for hundreds of thousands of New Yorkers while shining a light on a range of structural inequalities,” said Borsellino. “It’s been a pleasure working with and learning from Dr. Samuels and the rest of the TCAH team.”

Dr. Samuels is a testament to a key lesson we’ve learned through years of relief work — always start small, and work with game-changing leaders.
Throughout every crisis, Robin Hood seeks out organizations that know how best to reach the hardest hit. By creating a short and simple application and offering flexible funding, the Robin Hood Relief Fund was able to reach and support 488 organizations that were new to Robin Hood. This inclusive process enabled us to strengthen and further extend the reach of our work in every corner of New York City, including developing new relationships with frontline organizations creating tangible impact in the communities we serve.

In 2020, it seemed many organizations were insufficiently resourced and unprepared to meet the challenges posed by a global pandemic, especially one that made “the greatest city in the world” its U.S. epicenter. Philanthropy alone is not enough; a crisis requires the collaboration of all sectors. That is why we partner with mission-aligned organizations to scale impact. We partnered with Relief Opportunities for All Restaurants (ROAR) to support nearly 3,000 out-of-work employees with checks of $500 each in cash assistance. Working with Children’s Aid and the Bill and Melinda Gates Foundation, and supported by the Charles and Lynn Schusterman Family Philanthropies and The Gray Foundation, we formed Recovery Lab, a $6.1 million partnership with 29 community organizations to support the academic, social, emotional learning, and physical needs of more than 6,000 school-age children to help them transition into a new school year during the pandemic. With every partnership, we learn more, making us more prepared for the next crisis.

Below: Together We Can Community Resource Center and Immigrant Families Together were new partners that provided emergency food relief

Robin Hood Relief Fund was able to reach and support 488 organizations that were new to Robin Hood.

Lesson #5 Create an inclusive process

Lesson #6 Work in partnership
Almost as soon as the pandemic swept New York, the city announced it would shutter its annual Summer Youth Employment Program (SYEP). That meant more than 75,000 low-income youth in New York would have nothing to do in the summer months, and worse, it meant neither they nor their families could depend on the seasonal income they relied upon — all at a time when the city’s unemployment rate was soaring to levels not seen since the Great Depression.

Robin Hood knew we had to help fill this gap to get young people reengaged and back to work for the summer. Working with a coalition of organizations and the city’s Administration for Children Services (ACS), Robin Hood facilitated and funded the creation of 1,000 paid summer internships through our relief program, and some of those jobs even continued into the fall and winter.

Work experience programs are indispensable for empowering and preparing youth and young adults. Just ask a young New Yorker named Jake. Or better yet, ask his father.

Last summer, Jake was in juvenile detention and had a rare opportunity to participate in a paid virtual internship. Typically, when detainees earn money while in custody, they have the option to save their earnings, receiving them upon their release, or to send money to their family. Without hesitating, Jake said he wanted the money sent home to his sick father.

“My dad’s my best friend,” he told his case worker, “and he’s been sick with COVID, so this money will help pay his medical bills.”

When the case worker called and reported all of this to Jake’s father, he was in tears, saying, “Tell Jake how proud his mother and I are of him.” The case worker was overwhelmed with emotion thinking about Jake’s father’s response. She found herself crying on the job for only her second time since 1999.

New York City’s 58-year-old summer employment program has long acted as a springboard for more permanent employment. It provides young people an opportunity to earn income, gain job readiness skills, build financial literacy, connect with adult mentors, and increases their knowledge of career options. It also gives young people an opportunity to learn tangible, marketable skills.

Shoshana Providence — a nineteen-year-old sophomore in the nursing program at St. Joseph’s College in Brooklyn and a ward in New York’s foster care system — landed a coveted internship with ACS working with college students who were having difficulty managing schedules and studying.

“One thing I really enjoyed about the work was the people: everybody was so unique and brought different skills and talents to the table. I was also grateful for the bonds and friendships it created,” said Timothy Bushhad.

Even before the pandemic, teenage unemployment was untenable, with national unemployment rates for young people as high as 11%, and even higher for youth of color. Jake’s, Shoshana’s, and Timothy’s experiences speak to the importance of continuing to engage, educate, and empower our young people and illustrate the lesson of focusing on basic needs by meeting people where they are during a crisis.
Relief has taught Robin Hood how to employ a “boots-on-the-ground” approach to grantmaking. This past year, we paired program officers with community leaders from Design Insight Group (DIG) to better understand how to address the nuanced needs of different communities. This pilot program of participatory grantmaking allowed us to invest in smaller and more community-led relief efforts that proved highly impactful.

**LESSON #7**

**RELIEF AS R & D**

The pandemic exposed and exacerbated systemic inequities that have long plagued New Yorkers living in poverty and communities of color. Throughout the pandemic, we witnessed Black, Latinx, and Asian New Yorkers dying, losing employment income, and falling behind in school at disproportionate rates. Our relief response prioritized these communities.

**LESSON #8**

**OUR PROBLEMS ARE OFTEN SYSTEMIC**

**DIG-recommended relief partner ioby**

More than half of Black and Latinx adults in New York City were in poverty or were low-income in 2019, compared to 34% of white New Yorkers.

Pre-pandemic, nearly two million New Yorkers and 600,000 children lived in households experiencing material hardship — struggling to afford housing, food, or medical care for themselves and their families.

40% of New Yorkers who lost employment income because of COVID-19 faced food hardship before the outbreak, compared to only 5% of those who began to work from home.

New Yorkers who lost employment income because of the COVID-19 pandemic were more than twice as likely to be in poverty prior to the pandemic as compared to those who began to work from home.
Our relief efforts have focused on filling gaps left by the government, including supporting those who have been left out of government responses. In spring 2021, Robin Hood and coalition partners successfully advocated for New York State to create a $2.1 billion first-in-the-nation Fund for Excluded Workers, including undocumented New Yorkers and mixed-status households. And with more than $1 billion in unpaid rent and more than 1.5 million New Yorkers in danger of facing eviction last year, we advocated for and helped to secure $2.3 billion in New York State rental assistance.

These policy wins are tremendous victories for the communities we serve through our relief efforts and demonstrate how Robin Hood leverages its advocacy, relationships, and grantmaking to extend the impact of our work.

**Lesson Nine**

**Policy is Relief’s Companion**

We honor the commitments of our board members and the generosity of our donors through the efficiency and effectiveness of our relief grantmaking. Through weekly calls, we foster a community of learning among our donors and other philanthropists across the city to better understand the impact of our work.

We advocate for and helped to secure $2.3 billion in New York State rental assistance.

**Lesson Ten**

**Honor the Commitments of Donors**

**AVERAGE OF 125 PARTICIPANTS ON EACH WEEKLY CALL**
“A hundred years from today, history books will talk of this time. They will explore what happened and, more importantly, how we responded, as individuals, as a community.

“Many are beginning to call this current generation another ‘lost generation,’ but that page has not yet been written. After WWI, the lost generation emerged, only to be confronted by crisis — the Great Depression followed by WWII. The lost generation became the greatest generation. History is never inevitable. Our current generation need not be lost. It can be the most resilient generation. There is still time to write that page. We must continue to persevere together and rebuild a (new) New York.”

EMARY ARONSON
CHIEF KNOWLEDGE OFFICER & SENIOR ADVISOR TO THE CEO
STAFF LEAD FOR THE RELIEF FUND

Robin Hood relief partners supporting New Yorkers in need.
ROBIN HOOD

RELEIF LESSONS LEARNED

Together, we raised $80 million toward providing New Yorkers most in need with emergency cash assistance, food, health, and mental health services and so much more.

Robin Hood Made
976 Grants

Robin Hood Relief Fund Supported
636 Community Partners

Of these organizations
480 Were new to Robin Hood

As of 4/30/2021 Robin Hood has granted a total of
$79.5 million to more than 636 organizations

We supported
3,000 Out-of-work restaurant employees with checks of
$500

We advocated for and helped to secure
$2.3 billion in New York State rental assistance

Robin Hood Provided
125,000 New Yorkers with emergency cash assistance

Relief grants to provide emergency food to New Yorkers

Victoria Bjorklund, Chair
Lee Ainslie
Mark Bezos
Peter Borish
Cecily Carson
Peter Kiernan
Purnima Puri
David Puth
Dirk Ziff