



TIPPING POINT COMMUNITY
2008 ANNUAL REPORT

message from our board

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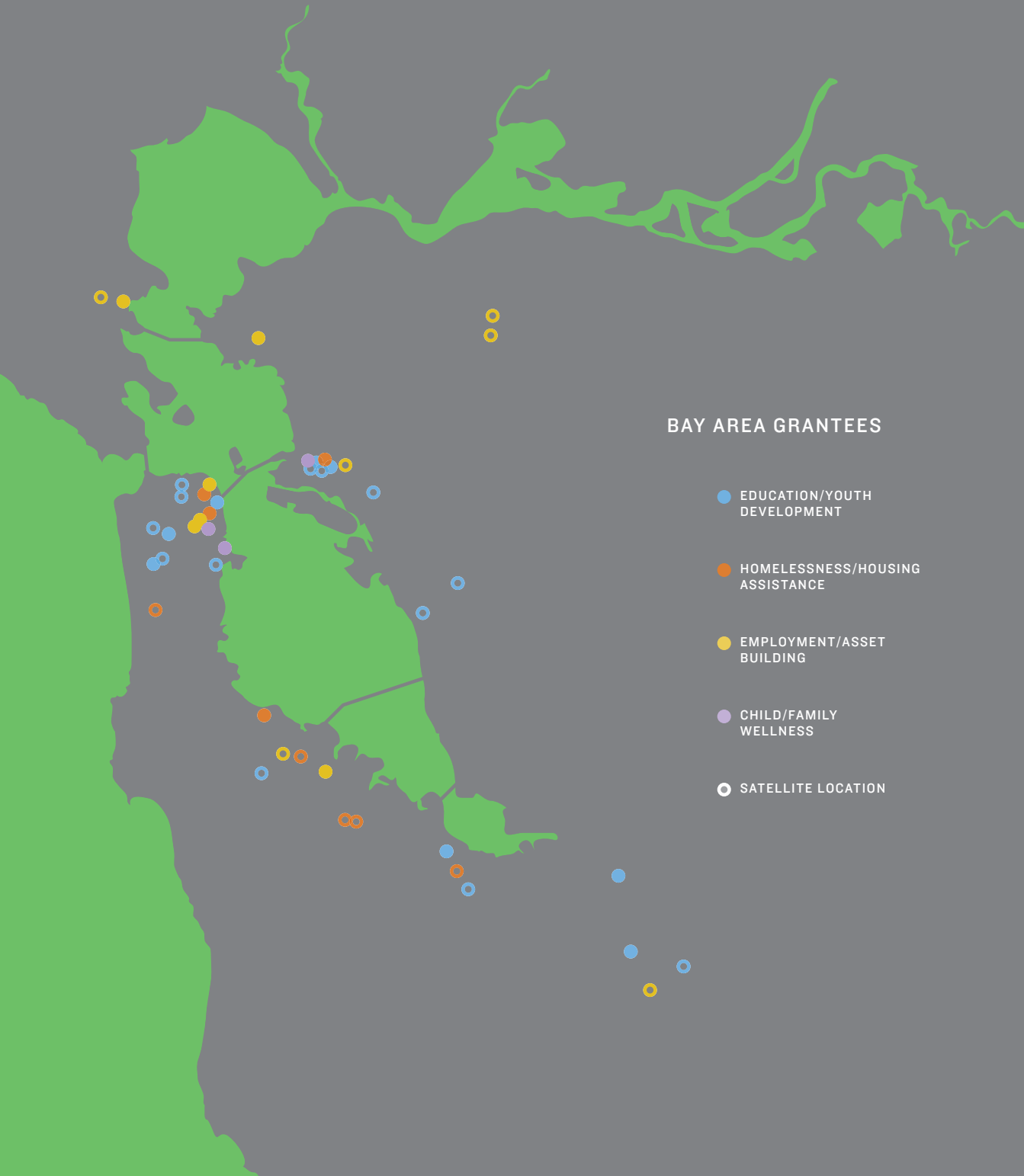
GINA PETERSON

ERIC ROBERTS

Tipping Point Community was founded with the hope that a few passionate people with a smart idea could ignite a movement that would change the face of poverty in the Bay Area. Thanks to you—our donors, our grantees and our strategic partners—in 2008 that spark caught fire.

With your support, this year we raised more than \$6 million to fight poverty in the Bay Area, a 200% increase from 2007. And because our board continues to underwrite 100% of our overhead costs, every dollar donated goes directly toward providing children in low-income neighborhoods with college preparatory education and adequate healthcare, training the under and unemployed for living-wage jobs, giving families a safe place to live and making it possible for people to access the tools required to become self-sufficient in the Bay Area.

Thank you for allowing us to turn your good intentions into tangible results.



BAY AREA GRANTEES

- EDUCATION/YOUTH DEVELOPMENT
- HOMELESSNESS/HOUSING ASSISTANCE
- EMPLOYMENT/ASSET BUILDING
- CHILD/FAMILY WELLNESS
- SATELLITE LOCATION

DUE DILIGENCE

We do the homework
for you.

- In the Bay Area there are more than 11,000 non-profits to choose from when investing your philanthropic dollars.
- Since 2005, Tipping Point has made 200 site visits to invest more than \$3 million in 21 of the best poverty-fighting organizations in the Bay Area.
- Tipping Point doesn't follow traditional funding cycles; we partner with groups for the long-term and renew grants annually.





Jahvita mentors BUILD students at the East Palo Alto incubator.

T TIPPING POINT

BUILD finds students who face tremendous obstacles and helps them get to college.

I grew up in East Palo Alto. My mom worked four jobs so she couldn't always be there for me. Most of the girls I grew up with ended up in jail or pregnant. I had hopes of doing something bigger, but wasn't sure how to get there. Thanks to BUILD, I'm majoring in Business Marketing at Johnson & Wales University and will be the first person in my family to graduate from college.

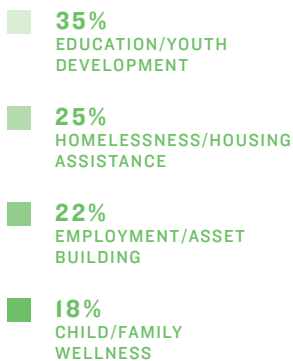
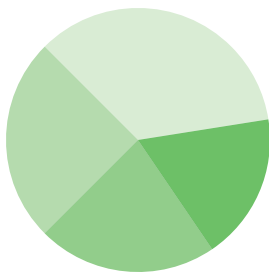
JAHVITA RASTAFARI,
FORMER BUILD STUDENT

I wish Tipping Point could be in every community we expand into because we would be more ensured of success.

SUZANNE MCKECHNIE KLAHR,
CEO AND FOUNDER, BUILD

2008 at a glance

FUNDING BY PROGRAM AREA



DOLLARS RAISED



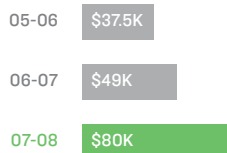
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GROUPS FUNDED



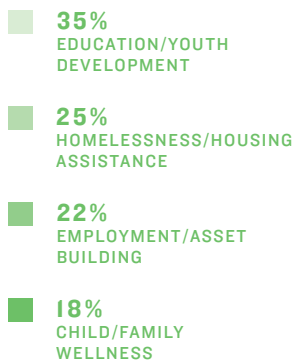
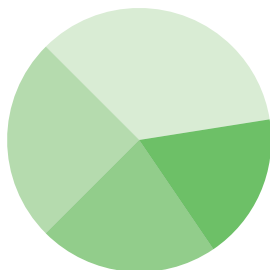
AVERAGE GRANT SIZE



For more information about grantee outcomes, please visit www.tipoint.org and click on RESULTS!

2008 at a glance

FUNDING BY PROGRAM AREA



DOLLARS RAISED



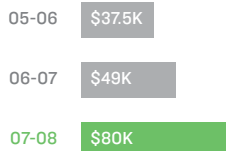
GIFTS RECEIVED



GROUPS FUNDED



AVERAGE GRANT SIZE



For more information about grantee outcomes, please visit www.tippoint.org and click on RESULTS!

EMPLOYMENT/ASSET BUILDING

EARN empowers Bay Area residents to move out of poverty permanently by giving low-wage workers the knowledge, motivation, tools and support they need to save money and invest in their future.

New Door Ventures rebuilds the lives of at-risk youth in San Francisco through mentoring, job training and educational support.

Rubicon Programs, Inc. provides job training, housing, legal support and employment, empowering those who are ready to move out of poverty in the Bay Area.

Springboard Forward partners with Bay Area business and community organizations to improve job performance and promote upward mobility for the working poor.

Women's Initiative builds the entrepreneurial capacity of low-income women to overcome economic barriers and achieve self-sufficiency.

California lost nearly 50,000 jobs statewide this past year. 100% of participants were still employed one year after being involved in Springboard Forward's Engaged Employment Program at Bon Appetit; 44% were promoted within four months.

There are over 3,000 homeless individuals and families in San Francisco at any given time—living on the streets, in shelters, in cars or with relatives. Homeless Prenatal Program helped 430 families secure permanent stable housing last year.

CHILD/FAMILY WELLNESS

Bayview Child Health Center (BCHC) addresses health disparities and provides quality medical care for children living in the Bayview neighborhood of San Francisco.

Canal Alliance improves the lives of Marin County's low-income, working families through education, advocacy and workforce development.

Good Samaritan Family Resource Center provides immigrant families in San Francisco with the early childhood education, youth programming and family support services to develop self-sufficiency and become active members of the community.

Sophia Project provides educational and emotional support services to East Bay children and families healing from the trauma of homelessness, poverty and domestic violence.

HOMELESSNESS/HOUSING ASSISTANCE

Compass Community Services operates four programs that provide housing, childcare, educational and employment support services to more than 3,000 of San Francisco's homeless and at-risk families.

First Place for Youth offers current and former foster youth the housing, educational and employment support required to make a successful transition to independent living in the Bay Area.

Homeless Prenatal Program (HPP) helps low-income parents in San Francisco access healthcare and provides comprehensive services to ensure that clients stabilize their families for the long-term.

Shelter Network provides housing, childcare, educational and employment support services to more than 1,000 homeless families and individuals throughout San Mateo County.

MANAGEMENT ASSISTANCE

We know that money alone is not enough.

- The days of writing a check, walking away and hoping that your dollars are used wisely are over.
- In 2008, Tipping Point and our strategic partners provided \$600,000 worth of management and technical assistance to grantees.
- Tipping Point maximizes your investment by connecting grantees with resources they otherwise wouldn't be able to access or afford.





Tracy and Martha collaborate to select a new donor database.

T TIPPING POINT

Homeless Prenatal Program helps stabilize homeless families in San Francisco for the long-term.

The check is terrific, but without the management assistance we've received from Tipping Point, we would be at major risk of not being able to prove we are helping parents stabilize their families. Thanks to our partnership with Accenture, we'll be able to show our clients are making it, and if they're not making it, figure out why.

MARTHA RYAN, EXECUTIVE DIRECTOR,
HOMELESS PRENATAL PROGRAM

Accenture is helping HPP run its organization more efficiently, collect the right data, track outcomes and serve its clients better.

There is technology out there that is affordable and functional, but if non-profits don't know how to use it, it's a waste of time and resources.

TRACY K. ISELER, PARTNER, ACCENTURE,
BOARD MEMBER, TIPPING POINT COMMUNITY

GENERAL OPERATING SUPPORT

We don't just fund
the sexy stuff.

- Most funders restrict their giving to specific programs and shy away from providing the operational support required to keep those programs running.
- In 2008, only 19% of total grant dollars given by large U.S. foundations were allocated for general operating support.
- 100% of Tipping Point Community grant dollars are unrestricted, ensuring that great programs are supported by strong infrastructure.





Mario mixes cake batter at Rubicon Bakery in Richmond, California.

T TIPPING POINT

Rubicon Programs, Inc. runs social enterprises that train the under and unemployed to get jobs and keep them.

Tipping Point brings exactly what's needed in the Bay Area—core funding and general operating support for great non-profits addressing poverty in our community. We know that work matters, work pays and work will help you exit poverty. Tipping Point is the glue that makes it possible for our programs to have maximum impact.

RICK AUBRY, EXECUTIVE DIRECTOR,
RUBICON PROGRAMS, INC.

I wasn't making enough money to survive. Now I can provide for my family and save a little too. Someday I hope to have my own bakery.

MARIO JEREZ, EMPLOYEE,
RUBICON BAKERY

100% CHARITY

0% overhead

- Tipping Point Community's Board of Directors underwrites ALL fundraising and operating costs.
- In 2008, Tipping Point's annual benefit raised a record-breaking \$3.76 million in one night to fight poverty in the Bay Area, including \$1.5 million to seed six SingleStop sites.
- Thanks to you, this year we will invest \$6 million dollars in the best poverty-fighting organizations in the Bay Area.





Tad, Emilia, Reina and
Michael Buchanan

T TIPPING POINT

Tipping Point Community has no endowment—every year we start from zero and count on the generosity of our donors to help us have maximum impact on poverty.

We were surprised to learn how many organizations lack an emphasis on metrics and outcomes. Tipping Point does what we wish we had time to do—screen and vet organizations so we know that 100% of what we give goes where it's needed most. Now we give to Tipping Point in a much more significant way, and our families do, too.

TAD BUCHANAN, DONOR,
MILL VALLEY

As a board member, I believe that in order to ask someone to donate to Tipping Point, the board has to be supportive and lead by example.

CHRIS JAMES, BOARD MEMBER,
TIPPING POINT COMMUNITY

2008 donors

**The 2008 honor roll of donors
gratefully acknowledges
gifts and pledges made between
June 1, 2007 and May 31, 2008.**

\$250,000+

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\$100,000+

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\$50,000+

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\$10,000+

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Up to \$500

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