

Why
do
you
give?

Message from the Board

If there has ever been a time to focus on the “Community” aspect of our work, 2009 was the year to do it. The need for services among low-income families increased, and in many cases doubled. We were all asked to take more responsibility for our friends, family and neighbors.

The weeding out of social service organizations has been tough, but we feel those that are the best at helping others reach and maintain self-sufficiency will survive, organizations like the ones funded by Tipping Point. Beyond providing essential general operating dollars, we continue to protect your investment by giving our groups the communications, technology and management assistance they need to be successful.

In a year where so many have said it’s harder to give, the Tipping Point Community responded in staggering numbers: \$2 million in two months at the peak of the economic crisis; 550 people packed into Bimbo’s, a record-breaking sell-out crowd that raised \$3 million. In total, nearly \$6 million raised in the fight against poverty.

Inspired and humbled by your response, this year, more than ever before, we thought it appropriate to stop and ask our donors, “Why do you give?”

We hope you’ll find the answers as illuminating as we did.

Thank you.

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Daniel Lurie, *CEO + Founder*

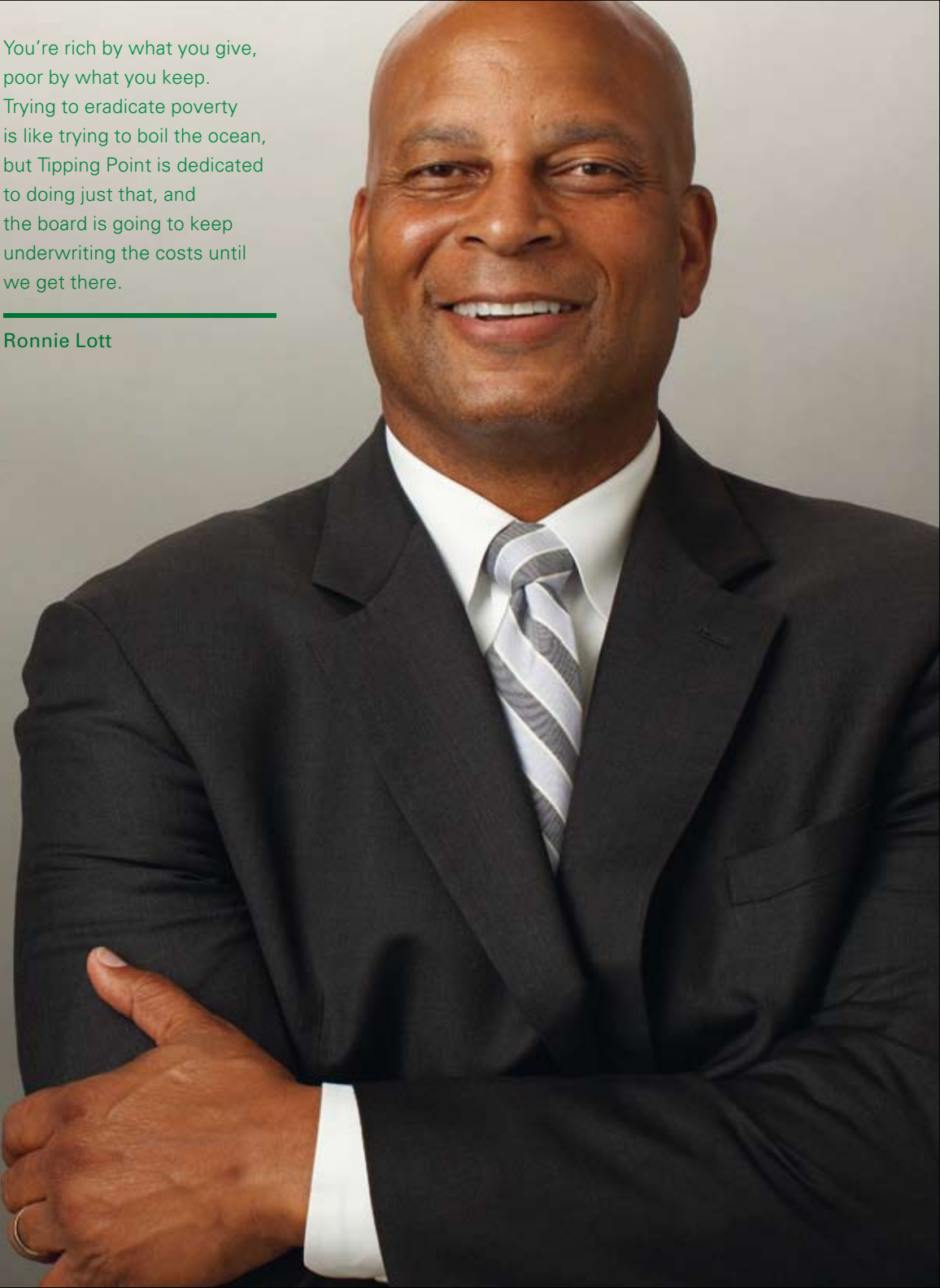
Gina Peterson

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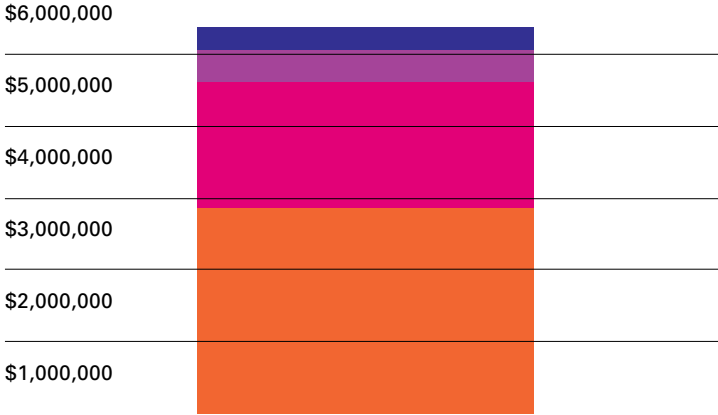
Katie Schwab

You're rich by what you give,
poor by what you keep.
Trying to eradicate poverty
is like trying to boil the ocean,
but Tipping Point is dedicated
to doing just that, and
the board is going to keep
underwriting the costs until
we get there.

Ronnie Lott



2009 Tipping Point Community Investments



General Operating Support

Unrestricted funds tied to mutually determined goals, designed to strengthen infrastructure and increase organizational impact.

Tipping Point Initiatives

Initiatives designed to bring best practices in poverty-fighting to the Bay Area, respond to significant gaps in the sector and fund essential projects like the KIPP Music Room, SingleStop and the Tipping Point Mental Health Initiative.

Targeted Investments

Grants designed to meet one-time critical needs in the areas of technology, evaluation and staff development.

Get Back on Your Feet

2009 relief grants supporting those hardest hit by the recession focused on keeping people in their jobs and homes and preserving critical staffing positions at Tipping Point grantee organizations.

Before we worry about all the other stuff, we have an obligation to make sure that people have the basics—that they are safe, housed, clothed, fed and educated. It's that simple.

Dan Romanski

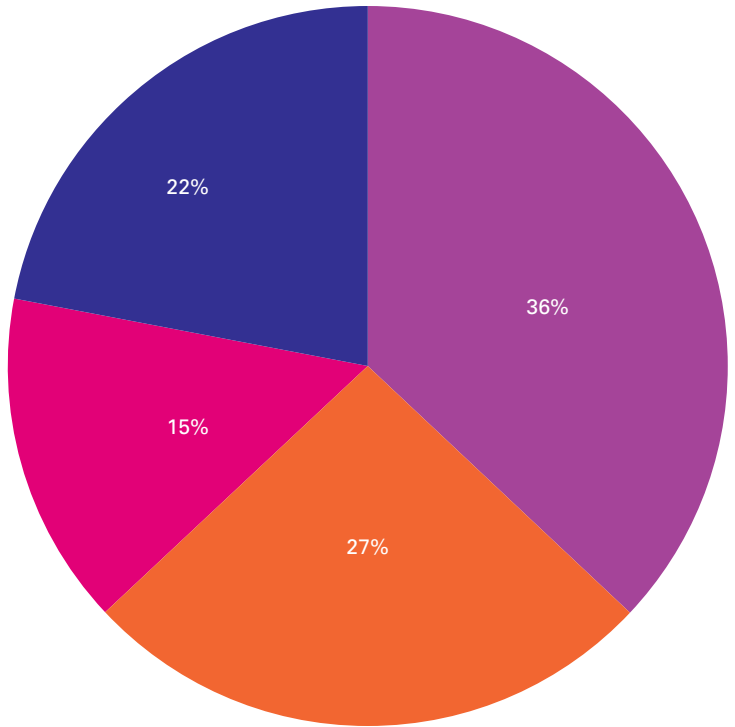




2009 at a glance

Dollars Raised:	\$5,705,000
Average Grant Size	\$130,000

2009 Community:	
Clients	40,000
Donors	690
Grantees	23
Board Members	11
Staff Members	10



This is just something we do every year regardless of where we are. When things are better, we hope to give more. But we give, no matter what's going on.

Renuka Kher &
Sandeep Solanki

Funding by Program Area

Education/Youth Development	36%
Employment/Asset Building	27%
Child/Family Wellness	15%
Homelessness/Housing Assistance	22%



Charles Schwab's purpose is to help everyone be financially fit. Thanks to our collaboration with Tipping Point and SingleStop we are addressing the needs of those who can't afford financial counseling and empowering them with the basic skills that can change their lives.

Peter Emery

Every person Gibson, Dunn & Crutcher has had the pleasure of working with at Tipping Point has been knowledgeable, engaged, enthusiastic and gracious. The model they employ is very hands-on and proactive. Being a part of this organization has been nothing but rewarding.

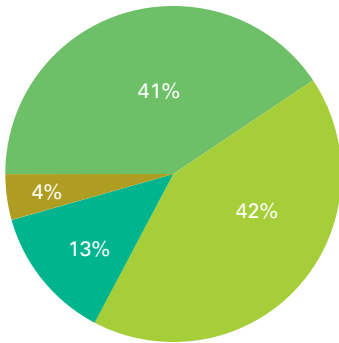
Sara Duncan



Education equals choices.

EDUCATION/YOUTH DEVELOPMENT

Clients Served:	8,900
2009 Investment:	\$1,318,000



High School/ College Graduation	41%
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Violence Prevention	42%
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Juvenile Justice/ Rehabilitation	13%
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Early Literacy	4%
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Last year, Tipping Point grantee organizations helped secure 160 high school diplomas and GEDs, collectively increasing the lifetime earnings potential of low-income youth by \$30,000,000.

BUILD empowers youth from under-resourced communities to excel in education and succeed professionally.

Funded Since: 2005

ENVISION SCHOOLS prepares students for success in college by operating small, high-performing high schools in San Francisco and Oakland.

Funded Since: 2008

FRESH LIFELINES FOR YOUTH reduces juvenile crime in the South Bay by providing at-risk youth with legal education, mentoring and leadership training.

Funded Since: 2006

GUARDIAN SCHOLARS provides support services to former foster youth attending San Francisco State University and helps them graduate from college.

Funded Since: 2007

KIPP BAY AREA lends back-office support to KIPP schools in the Bay Area as they prepare students to succeed in college and in life.

Funded Since: 2006

NEXT STEP LEARNING CENTER helps East Bay youth and adults earn their GED and gain access to post-secondary education.

Funded Since: 2007

READING PARTNERS improves literacy for children in under-resourced elementary schools through one-on-one tutoring with community volunteers.

Funded Since: 2007

YOUTH JUSTICE INSTITUTE reduces crime and incarceration in the Bay Area by helping juveniles leave the justice system for good.

Funded Since: 2008

To meet Letteria, a client from Next Step Learning Center, visit www.tippingpoint.org and click on SUCCESS STORIES.

When I hear someone like Tazo talk about how all he needed was the right opportunity, and I think about where he came from and where he's headed, the choice to give becomes simple. Everyone deserves equal access to opportunity.

Trent Malcolm

To meet Tazo, a client from Year Up, visit www.tippingpoint.org and click on SUCCESS STORIES.





Through the Schwab Foundation I was given the opportunity to provide financial counseling once a week to SingleStop clients. You can always make the excuse that you don't have money to give, but it's hard to make the excuse that you don't have time.

Robin DeGracia

Typically, charities wait for opportunities to distribute donations and the value of donor dollars is eroded by administrative costs. Not at Tipping Point. Tipping Point goes out, finds things to do, makes them happen and delivers 100% of its donations to its recipients to boot.

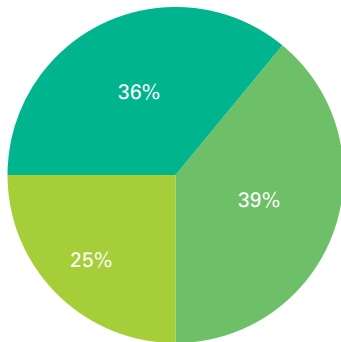
Ken Whiting



A path to independence.

EMPLOYMENT/ASSET BUILDING

Clients Served:	5,600
2009 Investment:	\$995,000



Asset Building/ Financial Literacy	36%
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Job Training/ Career Readiness	39%
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Job Placement Services	25%
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Last year, Tipping Point grantees helped place over 570 adults and youth with significant barriers to employment into jobs—increasing their average monthly earnings by more than \$1,300.

EARN creates new cycles of prosperity by helping low-income individuals save for the future and invest in college, homes and small businesses.

Funded Since: 2006

NEW DOOR VENTURES rebuilds the lives of at-risk youth through mentoring and job training at social enterprises.

Funded Since: 2007

RUBICON PROGRAMS, INC. provides job training, housing and legal support for Bay Area residents ready to move out of poverty.

Funded Since: 2005

SPRINGBOARD FORWARD partners with Bay Area businesses to transform the lives of low-wage workers and the workplaces around them.

Funded Since: 2007

THE STRIDE CENTER prepares individuals with barriers to employment for well-rounded careers in the information technology field.

Funded Since: 2009

YEAR UP closes the opportunity divide by partnering with Bay Area businesses to prepare urban youth for corporate careers.

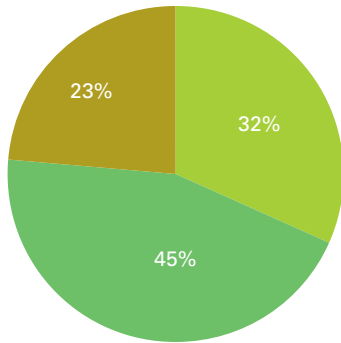
Funded Since: 2008

To meet Greg, a client from Rubicon Programs, Inc., visit www.tippingpoint.org and click on SUCCESS STORIES.

Access to the best opportunities from the earliest age.

CHILD/FAMILY WELLNESS

Clients Served:	15,500
2009 Investment:	\$575,000



Pediatric/ Family Healthcare	32%
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Early Childhood Education/ Parenting/ Child Abuse Prevention	45%
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Family Supportive Services	23%
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Last year, Tipping Point grantees provided preventative, high-quality physical and mental healthcare to more than 6,700 individuals and families.

BAYVIEW CHILD HEALTH CENTER provides high-quality medical care and health education to children in Bayview-Hunters Point, regardless of their ability to pay.

Funded Since: 2007

CANAL ALLIANCE improves the lives of Marin County's low-income immigrant families through education, advocacy and workforce development.

Funded Since: 2007

GOOD SAMARITAN FAMILY RESOURCE CENTER helps immigrant families in San Francisco access the resources necessary to become self-sufficient.

Funded Since: 2007

SAN FRANCISCO CHILD ABUSE PREVENTION CENTER promotes family wellness and mental health through child care, case management and school-based outreach.

Funded Since: 2009

SOPHIA PROJECT supports families as they heal from the traumas of homelessness, poverty and domestic violence.

Funded Since: 2007



I keep coming back to a quote that I like by Robert Browning, “A man’s reach should exceed his grasp, or what’s heaven for?” Tipping Point is giving people the chance to grasp something bigger than themselves—the comfort of a job or a home, being able to provide for their children. And because the board underwrites all the overhead, the person on the other end is feeling the full benefit of the check I write.

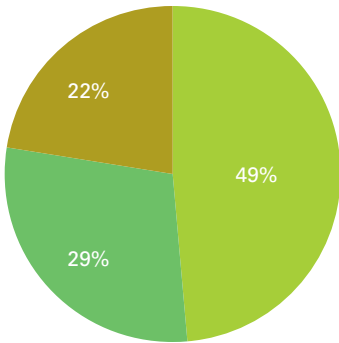
Shelley Lazar

100% of every dollar donated to Tipping Point goes directly to the best poverty-fighting organizations in the Bay Area.

Stability starts at home.

HOMELESSNESS/HOUSING ASSISTANCE

Clients Served:	10,000
2009 Investment:	\$835,000



Shelter/
Transitional Housing 49%

Housing Retention/
Stability 29%

Targeted Case Management 22%

Last Year, Tipping Point grantees helped place over 1,700 families into permanent housing—ending homelessness for 3,400 children.

COMPASS COMMUNITY SERVICES provides intensive support programs for more than 3,000 homeless families in San Francisco.

Funded Since: 2007

FIRST PLACE FOR YOUTH offers current and former foster youth a pathway to successful, independent living.

Funded Since: 2005

HOMELESS PRENATAL PROGRAM helps low-income parents in San Francisco access healthcare and stabilize their families for the long term.

Funded Since: 2005

SHELTER NETWORK offers comprehensive services to more than 1,000 homeless families in San Mateo.

Funded Since: 2008

To meet Gwendolyn and Rasheada, clients from Shelter Network, visit www.tippingpoint.org and click on SUCCESS STORIES.

Filling in the gaps.

TIPPING POINT INITIATIVES

TIPPING POINT MENTAL HEALTH INITIATIVE is a partnership with UCSF and the Child Trauma Research Program that expands existing services, places therapists at Tipping Point grantees and provides mental health trainings for staff.

Funded Since:	2008
Investment to Date:	\$620,000

SINGLESTOP BAY AREA bridges the information gap separating low-income individuals from life-changing public benefits, tax credits and other essential services that remain untapped and inaccessible.

Funded Since:	2008
Investment to Date:	\$1,525,000

In lieu of wedding gifts, we directed people to give to four organizations we feel strongly about; Tipping Point is one of them because of its holistic approach. This is strategic philanthropy. There's a lot of learning that goes on for the people who give.


Dave & Natasha Dolby





Tipping Point matches companies like Accenture with nonprofits in need: amazing organizations with individuals who are eager to learn and enthusiastic about doing the work to improve their services and outcomes. You often hear stories about how people change their lives; my work with Accenture at Homeless Prenatal Program gave me the opportunity to meet the women behind those stories who have done amazing things for themselves and others.

Laura Johnson





I give because I've been blessed. For those to whom much has been given, much is expected. This is a year when people should stretch themselves to fund worthy organizations.

Bob Ceremsak

I like the fact that Tipping Point's portfolio reaches beyond the research that we could possibly do on our own. And I love the accountability. It's rewarding to donors and exceedingly rewarding to the organizations being served. It's a model others should use.

Kerry Landreth Reed





Measuring impact.

FOCUS ON RESULTS.

To facilitate outcomes tracking and data-driven learning, Tipping Point helps organizations select and implement better technology solutions. This significantly improves their ability to measure and analyze their impact and help their clients achieve self-sufficiency.

RETURN ON INVESTMENT.

In addition to promoting best practices by helping our groups identify their blind spots and demonstrate their successes, Tipping Point is working with academics and social scientists to calculate the return that each dollar donated generates in the fight against poverty in the Bay Area.

THE KEY IS EARNINGS POTENTIAL.

The best measure of how families move toward self-sufficiency is to evaluate their earnings potential. The more someone is able to earn, the better chance they have at breaking the cycle of poverty.

I wouldn't be where I am today if not for programs like the ones Tipping Point supports. It's hard not to give back when you know the difference it makes to receive this kind of help.

Demi Seguritan

You get a higher return on investment with Tipping Point than with other organizations. Every dollar that goes in goes out; it's an incentive to give even more.

Fred Seguritan

For more information on impact, visit www.tippingpoint.org and click on RESULTS.

I like the fact that Tipping Point leverages our investment beyond what we could possibly do ourselves.

Sacha Steinberger



You are the Tipping Point that makes poverty preventable in the Bay Area. Thank you.

2009 TIPPING POINT DONORS

The 2009 honor roll of donors gratefully acknowledges gifts and pledges made between June 1, 2008, and May 31, 2009.

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