



Meet Tipping Point.

We fight poverty.

The organizations we fund work tirelessly to educate, employ, house and care for those in need. But who's helping those who have dedicated their lives to helping others?

Many organizations in the philanthropic sector have their hearts in the right place, but we have learned that good intentions aren't enough. In a world of few resources to combat poverty, we have to do better.

Tipping Point Community pounds the pavement to find the best organizations serving low-income families in the Bay Area and gives them the dollars and, more importantly, the support they need to become even more efficient at breaking the cycle of poverty for good.

Invest, measure, improve, repeat. That's how we do business.

Five years ago, our approach was just an idea; without a community to support it, that's all it ever would have been. **To date, we have raised more than \$25 million to serve nearly 150,000 people living in poverty.**

As we look ahead to our next five years, we want to thank you for your electrifying support. We are more committed than ever to making you a proud member of Tipping Point Community.

**Our work has only just begun.**

*Board of Directors*

*Kate Harbin Clammer, Phaedra Ellis-Lamkins, Mike Holston, Chris James, David Lamond, Ronnie Lott, Daniel Lurie: CEO + Founder, Alec Perkins: Chair, Gina Peterson, Eric Roberts, Katie Schwab, Jed York, Gideon Yu*

# Growth.

Over the past five years, Tipping Point has experienced remarkable growth thanks to the incredible work of the groups in its portfolio, committed donors, board and staff.

## 2010

Money Raised: \$11,000,000

Number of Donors: 811

Groups Funded: 27

Staff: 12

Average Grant Size: \$139,000

## 2009

Money Raised: \$6,000,000

Number of Donors: 696

Groups Funded: 23

Staff: 10

Average Grant Size: \$130,000

## 2008

Money Raised: \$6,000,000

Number of Donors: 383

Groups Funded: 21

Staff: 6

Average Grant Size: \$80,000

## 2007

Money Raised: \$2,000,000

Number of Donors: 283

Groups Funded: 17

Staff: 6

Average Grant Size: \$49,000

## 2006

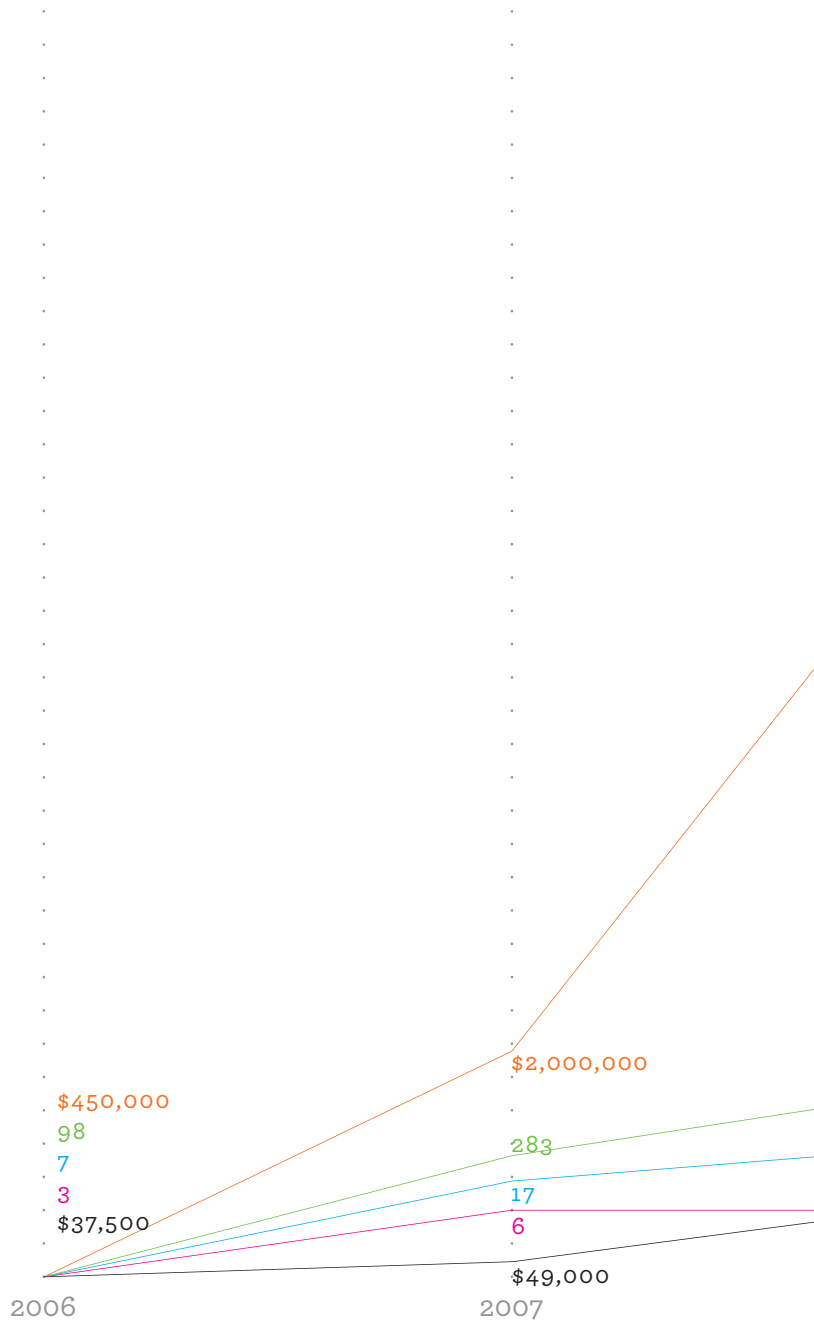
Money Raised: \$450,000

Number of Donors: 98

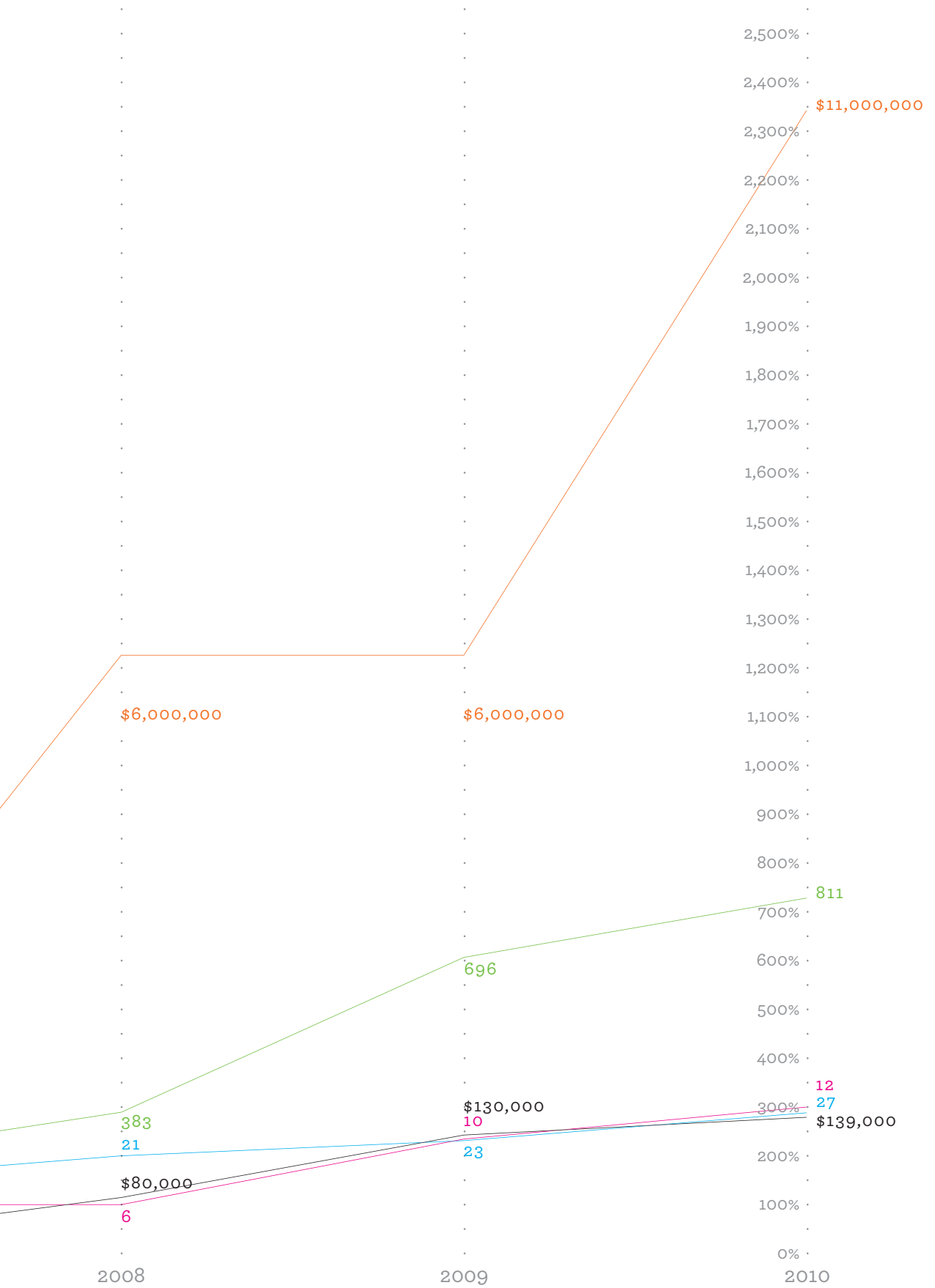
Groups Funded: 7

Staff: 3

Average Grant Size: \$37,500



Percent change vs. 2006





Meet Lucia.

I am a first-generation Mexican American.

I struggled in kindergarten because English was my second language. We spoke only Spanish at home and very few of our books were in English. I felt left out at school and I hid from the teacher so that I wouldn't get called on to read in front of my class.

I started being pulled out of class to go to the Reading Partners trailer. They made reading fun with word games and picture books. My mom was driving me to school one day when I realized I could read the street signs. Soon my whole world began to open up and things started making more sense.

I kept getting better and better at reading. When I got to high school, I became a Reading Partners tutor so I could help other kids like me learn to read and do better in school. This fall, I will be a freshman at La Cañada College. I am going to be the first person in my family to get a college degree.

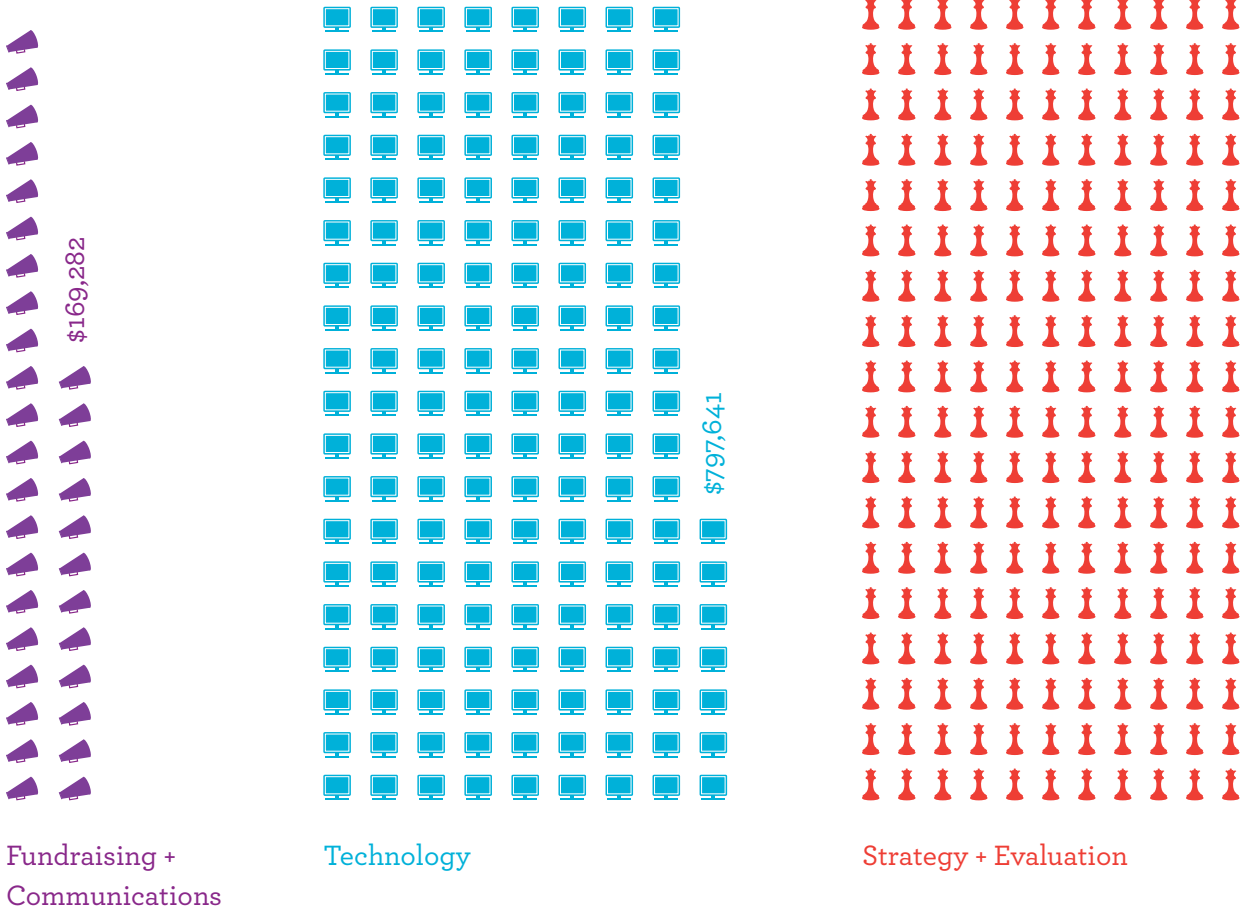
I've heard that without extra reading help, children from low-income communities enter fourth grade unable to understand half of the curriculum. My dream is to become a kindergarten teacher so I can inspire lots of confident young readers!

*By the time children from low-income families are nine years old, they are, on average, three grade levels behind their more affluent peers.*

*88% of students at Reading Partners narrow their reading skills gap.*

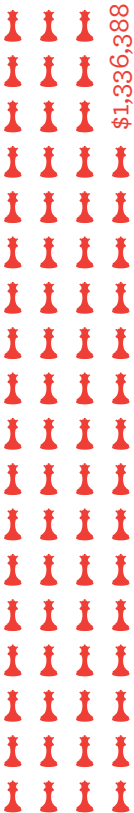
*To watch an interview with Lucia and learn more about Reading Partners, visit our website at [www.tippingpoint.org](http://www.tippingpoint.org).*

# Beyond Dollars.



In 2010, Tipping Point added \$0.40 worth of management assistance to every dollar donated.

In addition to providing general operating support, Tipping Point leverages its connections across sectors to provide its groups with whatever they need to grow and increase their impact. Things like legal expertise, technology upgrades and database implementation, fundraising and communications training, and strategic planning are provided to our groups at no cost to donors.



\$1,336,388

\$30,694



Board Recruitment  
+ Leadership  
Development



\$238,272

Legal + Human  
Resources

\$63,826



Real Estate +  
Capital Projects

\$7,571



Other

|                           |             |
|---------------------------|-------------|
| DONATED SERVICES:         | \$2,410,468 |
| CONTRACTED SERVICES:      | \$110,865   |
| CAPACITY-BUILDING GRANTS: | \$36,935    |
| TIPPING POINT STAFF TIME: | \$85,406    |

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**TOTAL:** **\$2,643,674**

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       = \$ 5,000 each





Meet Vern.

I work a couple of jobs, so taking time off to see the doctor isn't easy and East Palo Alto hasn't always had great resources. I used to either put off going to the doctor completely, spend hours on public transportation to be seen by someone decent or end up in the emergency room afraid of racking up a huge bill.

The truth is, I have always been doctor-shy. Even now, going to the doctor makes me feel like I'm eight years old again. Ravenswood Family Health Center changed all that.

On my first visit to the clinic, I was surprised how nice the facility was and how good the services were. I hardly had to wait to be seen; I was treated so well, I felt like a celebrity! I think what I love most about Ravenswood is that it's located right in my neighborhood.

I'm not afraid to go to the doctor anymore. In fact, I tell everyone I meet to go to Ravenswood. I've even gone to their health library to learn more about my blood pressure, high cholesterol and which foods I should be eating. When Ravenswood Family Dentistry opened across the street from the clinic last April, I was their very first patient.

It makes me proud to serve as a community advocate and leader on Ravenswood's board of directors. We are blessed; there is nothing else like Ravenswood in our community. People need this kind of care.

*Before 2010, there was one full-time dentist serving 81,000 low-income people in East Palo Alto.*

*Since opening on April 20th, 2010, Ravenswood Family Dentistry has seen 505 patients for a total of 1,133 visits; 49% of patients are children.*

*To watch an interview with Vern and learn more about Ravenswood Family Health Center, visit [www.tippingpoint.org](http://www.tippingpoint.org).*

# Where.

**San Francisco 12,336**

San Rafael 3,051

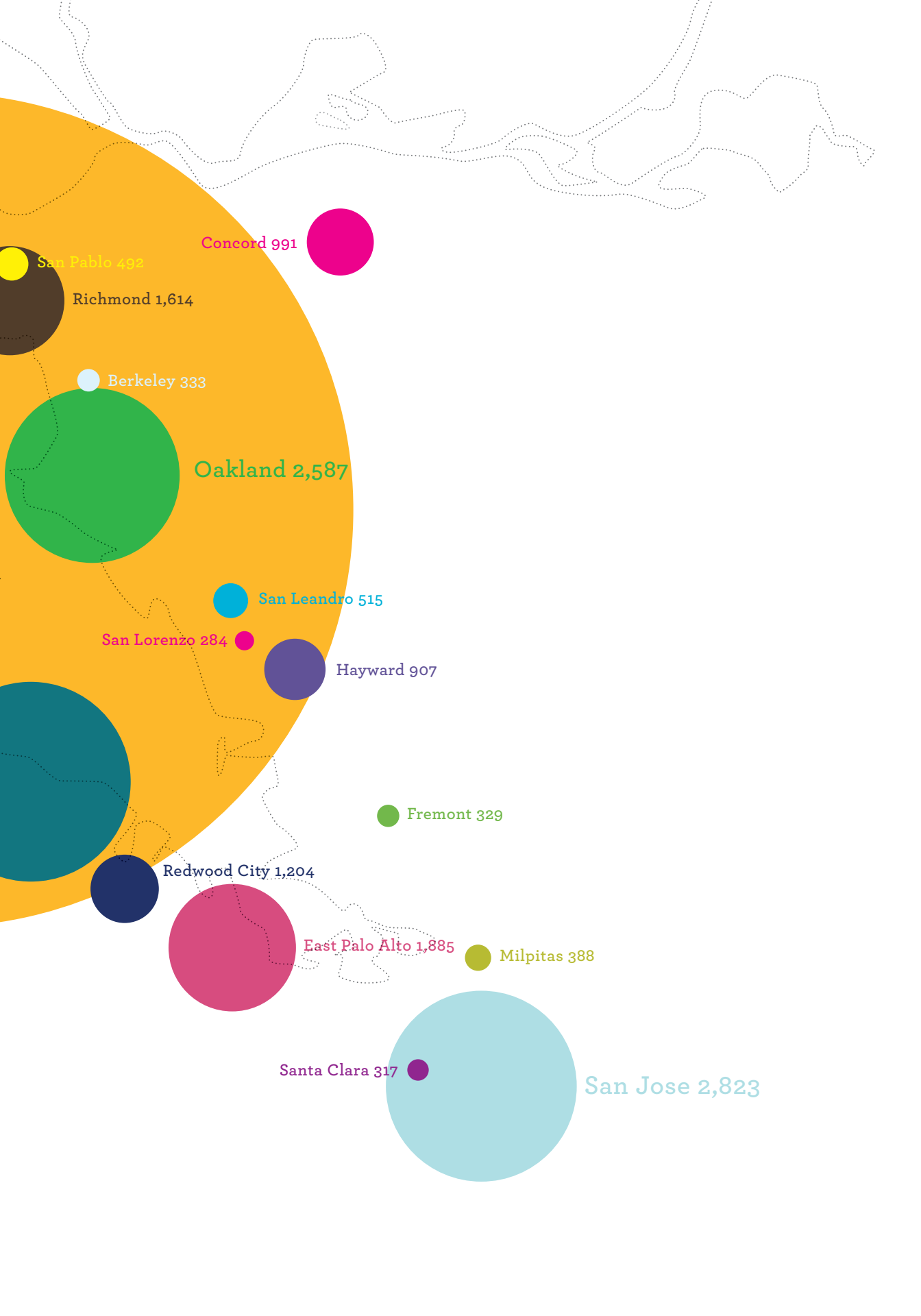
South San Francisco 1,934

Daly City 1,655

San Bruno 1,283

San Mateo 2,953

Poverty exists in nearly every community in the Bay Area. Last year, Tipping Point funded 27 poverty-fighting organizations serving 37,881 people across six Bay Area counties.





Meet Jeanee.

In high school I took the easy way out, barely graduating from a continuation school. I never planned on not taking my education seriously, it just happened that way. Honestly, I didn't know what getting a degree could mean for me and my future.

After living on my own and working a few halfway decent jobs, I came back to the Bay Area to live with my grandmother so I could afford to go to college. I was in school but not into school; I didn't have the resources and support to keep me interested.

A classmate told me about this program that provides young adults with professional skills, on-the-job experience and support. As soon as she started talking, I knew Year Up was the chance I needed.

I thought Year Up might be one of those programs that would just fly by with no real structure. Year Up showed me differently. If you were one second late, you earned an infraction; if you didn't turn in your homework, you earned an infraction. Even if your cell phone rang during the break, you earned an infraction. But every infraction earned only made us more responsible.

Working at Salesforce.com during my internship gave me confidence; it opened me up to thinking about my future. Now that I've graduated from Year Up, I am a full-time student at City College of San Francisco working toward my bachelor's degree.

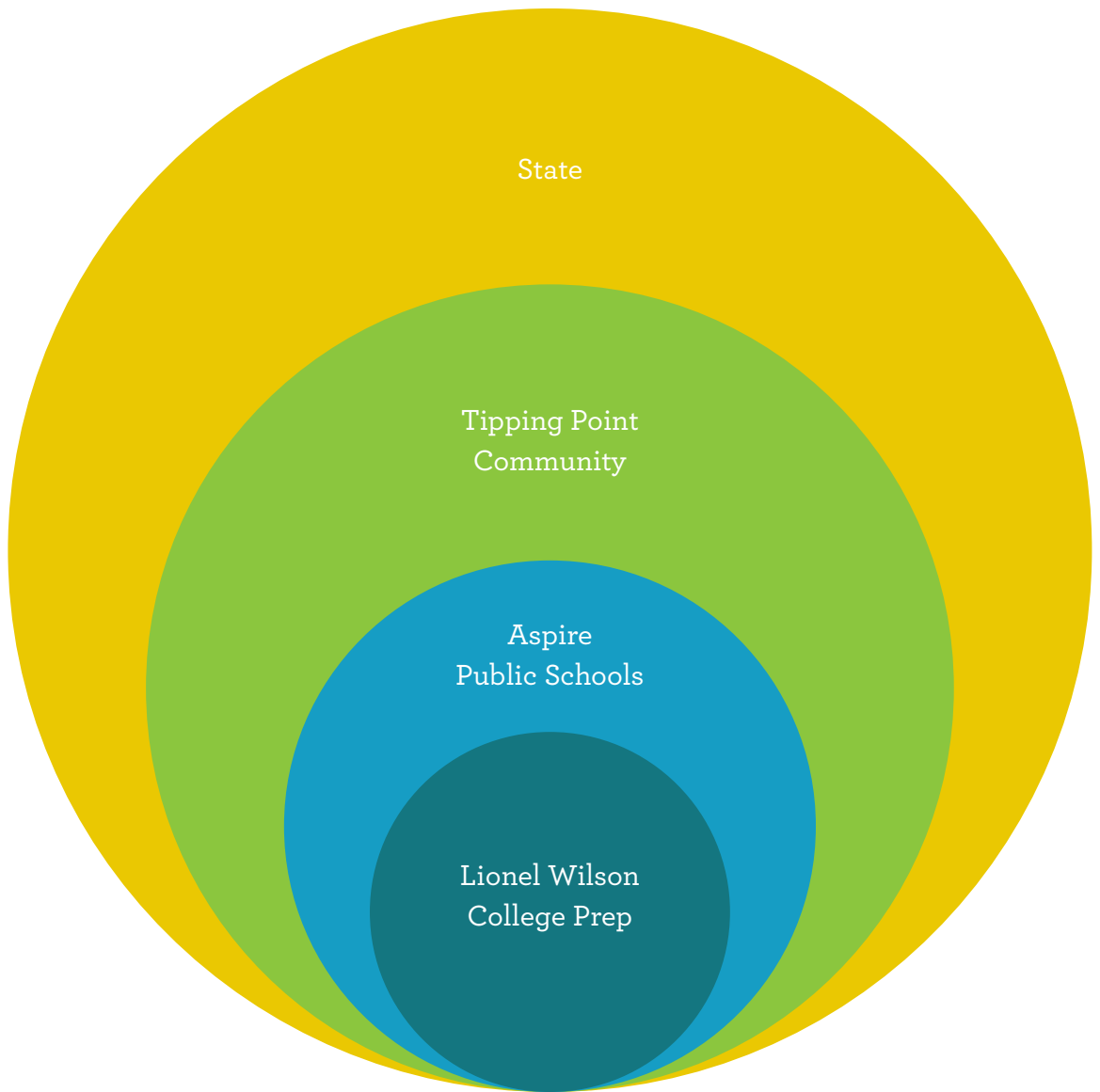
Thanks to Year Up, I can say that my life has changed for the better. I can also say that I'm a better Jeanee.

*The current unemployment rate for people age 25 and under is the highest ever recorded by the US Department of Labor.*

*90% of Year Up graduates are either employed or enrolled in college full time within four months of graduation.*

*To watch an interview with Jeanee and learn more about Year Up, visit [www.tippingpoint.org](http://www.tippingpoint.org).*

# Impact.



**74%** of children at Tipping Point grantee organizations qualify for free or reduced-price lunch, as compared with 51% of children statewide.

Yet, children at Aspire Schools, a Tipping Point grantee, outperform the California state average on standardized tests by **16 points.**

In fact, Lionel Wilson College Prep in Oakland, an Aspire School, outperforms Oakland Unified School District by nearly 20 percentage points, with a high school graduation rate of **89%.**





Meet Cynthia.

I never thought I would be homeless. We were leading a comfortable life until my husband was killed by a drunk driver on Father's Day in 2003. Our son, Boueta, started acting out in class and his grades fell. The counselor told me he was afraid I was going to die too. I was working, but struggled to keep us together emotionally, physically and financially.

Boueta managed to earn a scholarship to a college prep school in East Palo Alto, so we began a daily commute from Oakland. We would wake up at 5 AM to be on time and some nights not get home until 11 PM. It was exhausting and gas was expensive. Our situation became desperate; I realized we could no longer afford our apartment.

I was so afraid of living in a shelter with my son. I imagined a big room lined with cots and people we didn't know. Then someone referred me to Shelter Network; I was overwhelmed by how nice and welcoming it was.

We moved into Haven Family House just before Christmas. We were treated with dignity and were expected to work hard to succeed. I enrolled in an educational program right away, saved as much as possible and attended every life skills workshop and counseling session that was offered.

Within 6 months, we moved into our very own apartment in Redwood City. I just completed a nutrition program at City College of San Francisco and am now running my own business offering Dental and Medical benefits nationwide. Boueta is on the honor roll. We both continue to learn, grow and dream. We are eternally grateful to Shelter Network for giving us this opportunity.

*12,200 households and 13,000 children in San Mateo County are homeless or at imminent risk of homelessness each year.*

*Last year, Shelter Network served over 4,100 people and provided over 165,000 nights of shelter.*

*To watch an interview with Cynthia and learn more about Shelter Network, visit [www.tippingpoint.org](http://www.tippingpoint.org).*

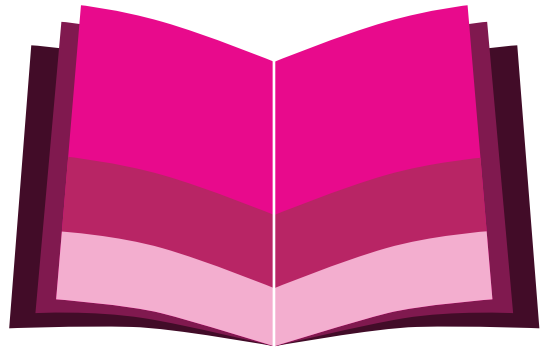
# Grantees.

## EDUCATION + YOUTH

### Education equals choices.

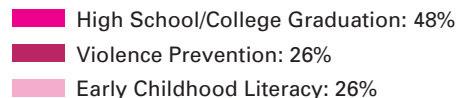
Last year, 33% of your investment provided children and families in Bay Area low-income communities with educational support and youth development programming.

|                                 |                           |
|---------------------------------|---------------------------|
| Aspire Public Schools           | KIPP Bay Area Schools     |
| BUILD                           | Next Step Learning Center |
| Envision Schools                | Reading Partners          |
| Fresh Lifelines for Youth (FLY) | Youth Justice Institute   |
| Guardian Scholars               |                           |



2010 Investment: \$1,801,000

Clients Served: 9,346



## EMPLOYMENT

### A path to independence.

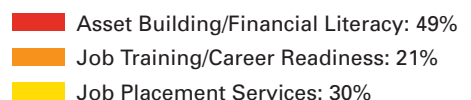
Last year, 32% of your investment prepared under- and unemployed Bay Area individuals with the skills required not only get jobs, but to keep them.

|                       |                   |
|-----------------------|-------------------|
| EARN                  | The Stride Center |
| New Door Ventures     | Upwardly Global   |
| Rubicon Programs Inc. | WAGES             |
| SingleStop            | Year Up           |
| Springboard Forward   |                   |



2010 Investment: \$1,772,500

Clients Served: 7,208



## FAMILY WELLNESS

### Access to the best opportunities from the earliest age.

Last year, 13% of your investment ensured that low-income Bay Area families had access to abuse response and prevention, best parenting practices, quality healthcare, education and opportunities for economic security.

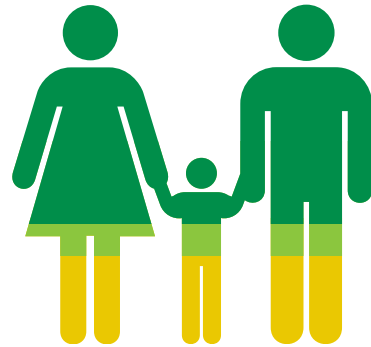
Bayview Child Health Center (BCHC)

Ravenswood Family Health Center

Canal Alliance

San Francisco Child Abuse Prevention Center

Good Samaritan Family Resource Center



2010 Investment: \$700,000  
Clients Served: 14,851

- Pediatric/Family Healthcare: 65%
- Early Childhood Education/Parenting/Abuse Prevention: 11%
- Family Support Services/Case Management: 24%

## HOUSING

### Stability starts at home.

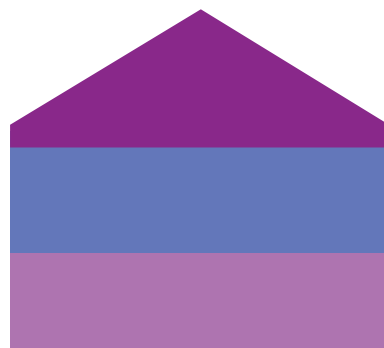
Last year, 22% of your investment provided Bay Area homeless families and individuals with the resources and life skills required to find a safe place to call home and stay off the streets for good.

Compass Family Services

First Place for Youth

Homeless Prenatal Program (HPP)

Shelter Network



2010 Investment: \$1,220,000  
Clients Served: 6,476

- Shelter/Transitional Housing: 37%
- Housing Retention/Stability: 34%
- Targeted Case Management: 29%

# Initiatives.

Outside the scope of our core investment areas, Tipping Point finds opportunities to fill gaps in services for its grantees and assist with fundraising for select projects.

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## **INTEGRATED HEALTH CENTER**

Be a Tipping Point Auction Package 2010

Investment: \$4,000,000

At the 2010 Tipping Point Benefit, 95 donors contributed \$4 million to bring integrated pediatric care to the Bay Area's most vulnerable children and families. With San Francisco Child Abuse Prevention Center at the helm, this groundbreaking new resource will revolutionize urban healthcare by gathering the city's best youth-serving professionals in one accessible location to provide child abuse prevention, pediatric care, mental health and educational resources in southeast San Francisco.

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## **HOUSE, EMPLOY, EDUCATE, STAFF**

Be a Tipping Point Auction Package 2009

Investment: \$1,500,000

At the 2009 Tipping Point Benefit, 53 donors contributed \$1.5 million to relocate and renovate Compass Family Center, sponsor a class of Year Up apprentices, create an alumni program for BUILD students going on to college and preserve critical staffing positions at Tipping Point grantee organizations. In particular, this initiative allowed Tipping Point to offset the impact of state budget cuts at Aspire Schools, provide a 1% salary increase to all staff and restore supplemental reading instruction to struggling students.

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## **GET BACK ON YOUR FEET INITIATIVE**

Launched in 2008

Investment: \$500,000

In response to the acute economic recession that began in 2007 and hit Bay Area businesses and nonprofits alike, Tipping Point pledged \$500,000 in additional emergency funds for its grantee organizations. The relief dollars were disbursed on an as-needed basis to support those groups facing layoffs or slashed programs as a result of the economic downturn.

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## **MENTAL HEALTH INITIATIVE**

Launched in 2008

Investment to date: \$1,094,000

The Mental Health Initiative was created in 2007 to build the capacity of Tipping Point's grantees to address the mental health needs of their clients. In partnership with UCSF and the Child Trauma Research Program, post-doctoral intern clinicians offer child-parent psychotherapy at four Tipping Point grantee sites and bimonthly trainings are available to all Tipping Point grantees and their staff.

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## **SINGLESTOP BAY AREA**

Be a Tipping Point Auction Package 2008

Investment to date: \$1,825,000

At the 2008 Benefit, Tipping Point Community raised \$1.5 million from 35 donors to seed six SingleStop sites in the Bay Area. SingleStop helps low-income families claim life-changing public benefits, tax credits and other essential services that often remain untapped. To date, SingleStop has returned more than \$23M in public benefits and tax credits to Bay Area families. City College of San Francisco will continue expanding SingleStop on campuses throughout the city. SingleStop Bay Area is now one of many groups in Tipping Point's Employment portfolio.

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## **KIPP SUMMIT ACADEMY MUSIC ROOM**

Be a Tipping Point Auction Package 2007

Investment: \$310,000

At the very first Tipping Point Benefit, four incredible donors invested \$310,000 to build a new music room for the KIPP Summit Academy Orchestra. Already overfilled at daily student rehearsal, the existing music hall also risked being converted into a math room for lack of classroom space. Despite the fact that 90% of student musicians have never touched an instrument before attending KIPP, the orchestra has received numerous awards and performed at top-notch venues like Davies Symphony Hall and Oakland A's baseball games.

# Need.



Tipping Point clients  
impacted  
37,881

A family of four living in the Bay Area must earn approximately \$65,000 per year to meet its basic needs. Last year, Tipping Point Community helped put nearly 40,000 people on the path to self-sufficiency. With over 1 million people to go, the responsibility for fighting poverty in this community belongs to all of us.

Make poverty preventable. Be a Tipping Point.

Bay Area people who can't  
meet their basic needs  
1,285,334



# Donors.

*The honor roll of donors gratefully acknowledges gifts and pledges made between June 1, 2009, and June 30, 2010.*

## \$1,000,000+

Anonymous  
The Brin Wojcicki Foundation  
Mimi and Peter Haas Fund  
Charles and Helen Schwab Foundation

## \$500,000+

Fiona and Stanley Druckenmiller  
Gina and Stuart Peterson  
Laszlo N. Tauber Family Foundation, Inc.

## \$250,000+

Kelsey and David Lamond  
Hewlett-Packard Company  
James Family Foundation  
Helen and Charles Schwab

## \$100,000+

Anonymous  
Artis Capital Management, L.P.  
Kate Harbin Clammer and Adam Clammer  
Blake and Michael Daffey  
Doris F. Fisher  
Hermine and David Heller  
Paul Tudor Jones  
Nicola Miner and Robert Mailer Anderson  
Bjorn Nielsen  
Robert H. Perkins  
Tom and JaMel Perkins Family Foundation

Eric and Penelope Roberts  
San Francisco 49ers Foundation  
Katie Schwab  
The Susie and Gideon Yu Foundation

## \$50,000+

The Bodri Foundation  
Nancy and Stephen Grand Philanthropic Fund  
Beth and Brian Grossman  
Gruber Family Foundation  
Lamond Family Foundation  
Levi Strauss Foundation  
Jennifer Moses and Ron Beller  
Sara Recktenwald  
Richard K. Robbins  
George R. Roberts  
Grace and Steven Voorhis

## \$25,000+

Anonymous  
Aliph  
Sasha and Matthew Bainer  
BlackRock Inc.  
Jane and Mike Buchanan  
Suzanne and George Bull  
Barbara and Bill Edwards  
Lesa and Greg Faulkner  
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Shelley Lazar

Marissa Mayer and Zachary Bogue  
The Mental Wellness Foundation, Inc.  
Serena and Alec Perkins  
Lisa and John Pritzker  
Sue and David Viniar  
Jed York  
Dawn and David Zierk

## \$10,000+

Anonymous  
Barclays Capital  
Cori and Tony Bates  
Tina and Joe Bou-Saba  
Burberry Foundation  
Burberry Limited  
Ceremsak Family Fund  
Martha and Jean-Pierre Conte  
Credit Suisse  
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Carla Emil and Rich Silverstein  
Claire and Jeff Fluhr  
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Emilia and Jim Hodel  
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Levi Strauss & Co.  
Martha and Joseph Linhares

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Bibi and Eric Moore  
Morgan Stanley  
Susan and Bill Oberndorf  
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Rotasa Foundation  
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Mona and Nihir Shah  
Elizabeth and Andrew Spokes  
Tom Steyer and Kat Taylor  
Susan and Jim Swartz  
Shauna Van Sant and Michael Harden  
Kristin and John Walcott  
Wells Fargo Securities  
Diane B. Wilsey  
Pat and Bill Wilson  
**\$5,000+**  
Anonymous (2)  
Bank of America Merrill Lynch  
Richard Barker  
Nancy & Joachim Bechtle Foundation  
Yves Behar  
Carol and Shelby Bonnie  
Christine and Phil Bronstein  
The Capital Group Companies Charitable Foundation

|  |  |   |  |
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| Sung Hee Choe and Adam Ring                    | Michele and John Schultz                 | Rossana and Gabriel Buigas                | Lee Erin Glenn                                 |
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| Arno Harris                                    | <b>\$1,000+</b>                          | Margaret and Jonathan Degooyer            | Leslie and George Hume                         |
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| Mary and Andy Pilara                           |  | Frances and Theodore Geballe              |  |
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|  |  |   |                                       |
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| Melanie and Peter Maier Philanthropic Fund | Sally and Toby Rosenblatt              | Windmill Giving Circle                                  | Greer Family Foundation               |
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