Dear Tipping Point Community,

Over the past seven years, we have focused relentlessly on measurement. We use data to quantify the need around us and inform our investments. We know that 1.3 million people in the Bay Area are too poor to meet their basic needs and that two-thirds of poverty-fighting organizations in California are unable to meet the demand for services.

Thanks to you, Tipping Point raised $12 million last year, every penny of which will go out the door as flexible, unrestricted funds to the most effective education, employment, housing and wellness groups in the Bay Area.

Numbers motivate us; they are a critical part of what we do. But ultimately, our work is about people, about lives changed and whole communities transformed.

In this year’s report, we bring you both the data and the impact of our model on those who are working tirelessly to break the cycle of poverty for good.

Thank you for being a part of our community.

All my best,
Daniel Lurie,
CEO + Founder
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All my best,

Daniel Lurie, CEO + Founder
In San Mateo County, 100% of eligible seniors graduated or earned a GED. Of the 88% of clients who completed coursework, 76% were placed into permanent jobs. Provided self-care mental health training for 35+ staff. Currently identifying needs and resources.
When we say “poverty,” here’s what we mean...

By federal guidelines a family of four earning less than $22,350 per year is poor. But when you consider what it costs to survive in the Bay Area, those numbers just don’t add up. There are 1.3 million people in the Bay Area who can’t meet their basic needs—we are fighting for them.
In San Mateo County, 100% of eligible seniors graduated or earned GED

Leading study with Harvard on client follow-up

GOAL SETTING

2011
3.5 M allocated for fulfillment of previous Be a Tipping Point packages.

2007
Currently identifying needs and resources

MENTAL HEALTH

2006
2,250

2007

BOARD PLACEMENT

2007
1,812

2012
12 (7/1/2011–6/30/2012), 1,751

STAFFING

2009
2,023

COMMUNICATIONS

2012
46

TECHNOLOGY

2012

**2012
Rocketship Education

10

JobTrain

Center for Employment Opportunities

New Door Ventures

Opportunity Junction

Rubicon Programs Inc.

Single Stop

The Strike Center

Second to None

Unusually Global

WAGES

3.2M

FY12 General Assistance

$100,000

$125,000

$300,000

$250,000

$275,000

$125,000

$100,000

$150,000

$200,000

$500,000

$225,000

$150,000

$200,000

$3.2M

$0.9M

**

FUNDRAISING

2010 as a Tipping Point Initiative.

Does not include $


Numbers represent data provided in Tipping Point's FY

Funded in

D oes not include $


We do the homework for you.

Last year, Tipping Point's program team conducted more than 2,000 hours of intensive due diligence at no cost to donors. Our board underwrites 100% of operating costs so every dollar donated goes to the most-effective poverty-fighting groups in the Bay Area.
Currently identifying needs and resources

<table>
<thead>
<tr>
<th>Grantor Organization</th>
<th>Areas Served</th>
<th>SFY12 Budget ($)</th>
<th>FY12 General Operating Budget ($)</th>
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<td>126,000</td>
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<td>growing</td>
<td>8,800</td>
<td>205,000</td>
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<td>expanding</td>
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<td>275,000</td>
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<tr>
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<td>Year Up</td>
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<td>Compass Family Services</td>
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<td>Canal Alliance</td>
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<td>Center for Youth Wellness</td>
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<td><strong>Total</strong></td>
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</table>

87% of veterans who completed training achieved six months' retention at job placements

75% of KIPP King Collegiate seniors passed an AP exam versus 21% of seniors in California

100% of graduates accepted into a four-year college

69% of youth completed the internship program; 38% were employed; 72% were in school

90% of youth exited into safe, permanent housing

Over 1,500 full-time job placements were made nationally in 2011

82% of families moved to stable long-term housing as compared with 65% nationally

89% of youth exiting transitional housing program secured stable housing

87% of babies born to clients were of healthy weight; 97% were born drug free

81% of clients who completed training in 2011 were placed into jobs

87% of students gained 1.3 months of proficiency, on average, per month

80% of alumni graduate from college 10 percentage points higher than similar students

Four months after graduation, 91% of participants were employed or in school

Bay Area clients received nearly $18 million in public benefits, tax refunds and other services

Despite very poor prior school attendance, students maintain 82% average attendance rate

78,937 clients served.

Last year, Tipping Point grantees served over 78,000 low-income people at 175 sites across six Bay Area counties.

We proudly welcomed 10 new poverty-fighting organizations to Tipping Point Community.
Served 2,140 dental patients in first year

89% of youth exiting transitional housing program secured stable housing

Of 313 clients who completed training, 56% were placed into jobs

Completed 439 tax returns, generating $577,237 in tax refunds for clients

81% of clients who completed training in 2011 were placed into jobs

Mothers in Positive Parenting program reported 45% decrease in depression

69% of youth completed the internship program; 38% were employed; 72% were in school

Four months after graduation, 91% of participants were employed or in school

Seven of GED test takers earned certification

75% of KIPP King Collegiate seniors passed an AP exam versus 21% of seniors in California

87% of students gained 1.3 months of proficiency, on average, per month

85% of Mateo Sheedy's 5th graders are proficient in English versus 44% of similar students

80% of alumni graduate from college 10 percentage points higher than similar students

85% of juvenile offenders who completed ACT program were off probation six months later

75% of students made significant learning gains in ESL classes

78% of veterans who completed training achieved six months' retention at job placements

75% of  KIPP King Collegiate seniors passed an AP exam versus 21% of seniors in California

Data drives us.

Measuring impact is complicated, but the logic behind it is simple: The more someone earns, the more likely he or she is to break the cycle of poverty for good. Graduation rates, job retention, housing placements and positive health outcomes all impact the ability to earn a living wage. These are just a few of the things we track and analyze to ensure our grantees are getting results in the fight against poverty.

Total FY12 Grantmaking $ 12.3M
Currently identifying needs and resources.

**STAFFING**
- 3,522
- $12M

Thank you 78,937

**TECHNOLOGY**
- Assisted with director of development hire
- Leading study with Harvard on client follow-up

In San Mateo County, 100% of eligible seniors graduated or earned GED

12 (7/1/2011–6/30/2012),

**GOAL SETTING**
- 2007
- 2012
- 3,219
- 2009
- 2,023
- 2012
- 6,084
- 160
- 731

**COMMUNICATIONS**
- 2011
- 3.5 M allocated for fulfillment of previous Be a Tipping Point packages.

**New Door Ventures**
- The Bread Project
- Center for Employment Opportunities
- Job Shop
- Mission Asset Fund
- New Door Ventures
- Opportunity Junction
- Rubicon Programs Inc.
- Single Stop
- The Strike Center
- Sound to Flourish
- Unwired Global
- WAGES
- Year Up

**BUILD**
- Compass Family Services
- Homeless Prenatal Program
- Innovative Behavioral Health
- Larkin Street Youth Services
- SHELTER Inc.
- Bayview Child Health Center
- Canal Alliance
- Center for Youth Wisdom
- Good Samaritan Family Resource Center
- Rainbowwood Family Health Center
- San Francisco Child Abuse Prevention Center
- Sunny Hills Services

For the longest time, our technology was either outdated or nonexistent. But, thanks to Tipping Point, we received a product donation from Hewlett-Packard. Now that we have amazing technology and strong resources, we can spend our time doing what we really good at—working one on one with families and taking care of them.

**Grantee Organization**

<table>
<thead>
<tr>
<th>Grantee Organization</th>
<th>Areas Served</th>
<th>Grantee Size</th>
<th>FY12 Big Area Budget ($)</th>
<th>FY12 General Operating Good</th>
<th>Key MD</th>
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<td>75,955</td>
<td>175</td>
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</table>

**Total**

<table>
<thead>
<tr>
<th>Key MD</th>
<th>Total FY12 Grantmaking $</th>
<th>12.8M</th>
</tr>
</thead>
</table>

**Some of TPF’s most significant transformations are a direct result of Tipping Point’s support—our strategic plan, a database to track our results and a targeted training (for our staff). They even connected us with NBBF to secure discounted furniture for our new Redwood City office. Every day, Tipping Point’s support helps FLY maximize our potential and impact on our community.**

**Consulting money is as precise. Tipping Point has connected us to phenomenal fundraising and mental health professionals who have helped our clients and staff improve their skills and do great work. As a result, we’re more than doubled our fundraising and strengthened our impact.**

**Corporation Partners**

- adobe
- the Amaturo Modinger Group, Inc.
- Bud & Ideology Consulting
- Bulgari
- The CAC Group
- Cisco Systems
- Credit Suisse
- Deloitte
- Fentech
- Fastproject
- Gibson, Dunn & Crutchler LLP
- Hewlett-Packaged Company
- Jamboree
- Kabila Mathews
- Kom/Ferry International
- Lehman & Winstead LLP
- McKinsey & Company
- NBBF
- New Construction Company
- Tom East Fisch
- VolunteerMatch

Money alone is not enough.

Last year, our partners provided $1.6 million in pro-bono technology, communications, fundraising and strategic support to maximize your philanthropic investment.
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<th>Client Name</th>
<th>First Generation in College</th>
<th>Living Wage</th>
<th>Stable Housing</th>
<th>Active + Healthy Notes</th>
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</table>

Thank you for allowing us to turn your good intentions into life-changing results.
### 2011
In first six months of 2011, trained 162 new clients, exceeding goal by 30%.

Secured pro bono sexual harassment training for staff.

### 2012
In San Mateo County, 100% of eligible seniors graduated or earned GED.

Of the 88% of clients who completed coursework, 76% were placed into permanent jobs.

Leading study with Harvard on client follow-up.

### 2006
Since 2006, $6,084,201 was spent on education + youth, employment housing, family wellness.

### 2010
$12M Thank you 78,937

### Grantmaking

<table>
<thead>
<tr>
<th>Grantee Organization</th>
<th>Areas Served</th>
<th>Grants Awarded</th>
<th>FY12 Big Area Budget ($)</th>
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Total: $12,568

### Tipping Point

The power of flexible funding …

Only two in every ten grants made across the country are unrestricted. Most funding supports program costs, but Tipping Point funds more than just one piece of the pie. We are willing to invest in the operations, strategy and staffing our grantees need to fight poverty more effectively.

Last year, thanks to you, we raised more unrestricted dollars than ever before.
## Donors

We gratefully acknowledge the gifts and pledges made by the honor roll of donors between July 1, 2011, and June 30, 2012.

### $1,000,000+

- **$1,400,000**
  - Barbara and Fredrick Adelstein
  - Amazon Drivers

- **$1,300,000**
  - Robert and Lillie Swig

- **$1,200,000**
  - Gilbert and Cristiane Ford
  - Law and Laura Beck

- **$1,100,000**
  - The Brin Wojcicki Foundation

- **$1,000,000**
  - Anne and Michael Bigelow
  - Barbara and Gerson Bakar
  - Barbara and Bill Edwards
  - Barbara and John Edwards
  - Barbara and Gerson Bakar

### $500,000–$999,999

- **$750,000**
  - John and Mary Booth

- **$700,000**
  - Cori and Tony Bates

- **$600,000**
  - BlackRock Inc.

- **$500,000**
  - first Republic Bank

### $250,000–$499,999

- **$400,000**
  - The Aspinall Family

- **$350,000**
  - Apple Inc.

- **$300,000**
  - Apple Inc.

### $100,000–$249,999

- **$200,000**
  - Hewlett-Packard Company

- **$175,000**
  - The Horace W. Goldsmith Foundation

- **$170,000**
  - The American Heart Association

- **$125,000**
  - The Clorox Company

### $50,000–$99,999

- **$90,000**
  - The Kapor Center

- **$80,000**
  - The Law Office of David S. Eisen

- **$75,000**
  - The McInnis Foundation

- **$70,000**
  - The Greenberg Foundation

### $50,000–$49,999

- **$50,000**
  - The Greater Bay Foundation

- **$50,000**
  - The San Francisco Foundation

### $25,000–$49,999

- **$40,000**
  - The Bluestein Foundation

- **$40,000**
  - The Leary Foundation

### Other

- **$10,000–$24,999
  - The Leadership Giving Circle

- **$2,500–$9,999
  - The Executive Giving Circle

- **$1,000–$2,499
  - The Junior Giving Circle

- **$500–$999
  - The Student Giving Circle

- **$500
  - The City and County of San Francisco

- **$500
  - The City and County of San Francisco

- **$250
  - The City and County of San Francisco

- **$250
  - The City and County of San Francisco

- **$250
  - The City and County of San Francisco

### Total

- **$12,000,000
  - The San Francisco Foundation
Mental Health

Secured pro bono sexual harassment training for staff.

2011 $ 22.4M $ 300,000 85% of Mateo Sheedy’s 5th graders are proficient in English versus 44% of similar students.

2007 $ 1.9M $ 100,000 75% of students made significant learning gains in ESL classes.

Strategy

2012 $ 0.2M $ 100,000 Over 1,500 full-time job placements were made nationally in 2011.

2006 $ 23.7M $ 500,000 75% of KIPP King Collegiate seniors passed an AP exam versus 21% of seniors in California.

2012 $ 1.0M $ 100,000 0% default rate since 2007.

2012 $ 0.8M $ 150,000

Technology

2006 412 78,937

Assisted with director of development hire

307

2007 $ 4.3M $ 225,000 69% of youth completed the internship program; 38% were employed; 72% were in school.

Currently identifying needs and resources

1,812

$ 3.5 M allocated for fulfillment of previous Be a Tipping Point packages.

1,812

$ 78,937

$ 412

$ 307
**2012 $ 1.2M $ 100,000 81% of clients who completed training in 2011 were placed into jobs**

**2011**

**78,937**

**2012 $ 0.8M $ 250,000 On average, 2/3 grade level gain in reading and math in six weeks**

**2012**

$$2010 $ 1.7M $ 200,000 Bay Area clients received nearly $18 million in public benefits, tax refunds and other services**

**2011 $ 22.4M $ 300,000 85% of Mateo Sheedy's 5th graders are proficient in English versus 44% of similar students**

**2012 $ 0.2M $ 100,000 Over 1,500 full-time job placements were made nationally in 2011**

**2006 $ 5.1M $ 250,000 87% of babies born to clients were of healthy weight; 97% were born drug free**

**SOUTH BAY**

**2006 $ 10.9M $ 300,000 90% of youth exited into safe, permanent housing**

**2012**

**1,751**

**2012**

**$ 0.9M**

**FY12 General**

**75% of students made significant learning gains in ESL classes**

**75% of GED test takers earned certification**

**69% of youth completed the internship program; 38% were employed; 72% were in school**

**80% of alumni graduate from college 10 percentage points higher than similar students**
2010
$26.7M
518,000 100% of graduates accepted into a four-year college

2011
$4.8M
100,000 Of the 88% of clients who completed coursework, 76% were placed into permanent jobs

307
In first six months of 2011, trained 162 new clients, exceeding goal by 30%

2012
$1.0M
270,000 Despite very poor prior school attendance, students maintain 82% average attendance rate

Leading study with Harvard on client follow-up

SAN FRANCISCO
Provided funding to help launch BELL in Bay Area

Grantee Organization Areas Served FY12 Budget ($K) FY12 General Operating Budget ($K) Key Notes
Aspire Public Schools...
BELL...
Eureka College Preparatory School...
Fresh Li...
In first six months of 2011, trained 162 new clients, exceeding goal by 30%.

Provided funding to help launch BELL in Bay Area.

Secure pro bono sexual harassment training for staff.

87% of students gained 1.3 months of proficiency, on average, per month.

85% of Mateo Sheedy's 5th graders are proficient in English versus 44% of similar students.

Placed 400 clients into jobs with a median wage of $12.00/hour.

78% of veterans who completed training achieved six months' retention at job placements.

81% of clients who completed training in 2011 were placed into jobs.

Over 1,500 full-time job placements were made nationally in 2011.

Increased average income by over 100%, from $9,844 before employment to $20,557.

87% of students are first in family to pursue post-secondary education.

80% of students are first in family to pursue post-secondary education.

Despite very poor prior school attendance, students maintain 82% average attendance rate.

75,000 Mothers in Positive Parenting program reported 45% decrease in depression.

Jane Singer

Scotty*

Jennifer and David Scott

The San Francisco 49ers

Gert Rosner*

Leanne Roberts*

Andreas Rivera

Aza Raskin

The Prowda Family

Gina and Stuart Peterson

James B. Pattison*

Papa Joe*

Katie and Matt Paige

Dr. Ruth Hilson Pace

Tiffany and Jeff Mills

Marissa Mayer and Zack Bogue

James Martini

The Martin Family

Lexy and Ari Lurie

Jackie Lonaker

Kelsey and David Lamond

Charlotte and Jeff Grodinger

Crystal, Mieke and Jennifer, Management, Inc.

Zachary Bogue

Tony Bates

VolunteerMatch

Virgin America

Tom Eliot Fisch

SLO VIP Services

NetJets

Hewlett-Packard

Gibson, Dunn & Crutcher LLP

Deloitte

Crown Imports, LLC

The CAC Group

Burns & Associates

Blue Angel Vodka

Bauer

2600hz

Zelda Zeger*

Ingrid Tauber

Swig Company Staff

Roselyne Swig

Crystal, Victoria, and Will Mather

Renee and Joseph Chertow

Dmitry Zavyalov

Michele Fischman

Oren Noy

David Zemt

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West Ground

Amy Harris

Mallorie Kahn

Usan Bateman

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Dave Park, Ph.D.

Christian Aronne

Karen Baker

Benjamin Fernandis

David French

Sara Schoen, Ph.D.

Aimee Coyle, Ph.D.

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Nic Amelung

Caroline Manire

Jameye Austin

Katy Boldug

Margaret Century

Robben Dinerman

Kevin Desouza

Ben Berman

Jim Lee

John Chant

Kevin Chabak

Jen DePalma

Katie Schwab Paige

CEO + Founder

David Lamond

Thomas Laffont

Kate Harbin Clammer

Total Grantmaking

$12M Thank you!

$70,937
Dear Tipping Point Community,

Over the past seven years, we have focused relentlessly on measurement. We use data to quantify the need around us and inform our investments. We know that 1.3 million people in the Bay Area are too poor to meet their basic needs and that two-thirds of poverty-fighting organizations in California are unable to meet the demand for services.

Thanks to you, Tipping Point raised $12 million last year, every penny of which will go out the door as flexible, unrestricted funds to the most effective education, employment, housing and wellness groups in the Bay Area.

Numbers motivate us; they are a critical part of what we do. But ultimately, our work is about people, about lives changed and whole communities transformed.

In this year’s report, we bring you both the data and the impact of our model on those who are working tirelessly to break the cycle of poverty for good.

Thank you for being a part of our community.

All my best,

Daniel Lurie,
CEO + Founder