Our Community.

Board of Directors

Staff

Partners

Grantees

Volunteers

Donors
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
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.
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.
<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tbody>
<tr>
<td>DONATED SERVICES:</td>
<td>$2,410,468</td>
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<tr>
<td>CONTRACTED SERVICES:</td>
<td>$110,865</td>
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<tr>
<td>CAPACITY-BUILDING GRANTS:</td>
<td>$36,935</td>
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<tr>
<td>TIPPING POINT STAFF TIME:</td>
<td>$85,406</td>
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<tr>
<td><strong>TOTAL:</strong></td>
<td><strong>$2,643,674</strong></td>
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$1,336,388

$30,694

$238,272

$63,826

$7,571

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

TOTAL: $2,643,674

= $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.
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.
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.
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
BUILD
Envision Schools
Fresh Lifelines for Youth (FLY)
Guardian Scholars

KIPP Bay Area Schools
Next Step Learning Center
Reading Partners
Youth Justice Institute

2010 Investment: $1,801,000
Clients Served: 9,346

- High School/College Graduation: 48%
- Violence Prevention: 26%
- Early Childhood Literacy: 26%

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
New Door Ventures
Rubicon Programs Inc.
SingleStop
Springboard Forward

The Stride Center
Upwardly Global
WAGES
Year Up

2010 Investment: $1,772,500
Clients Served: 7,208

- Asset Building/Financial Literacy: 49%
- Job Training/Career Readiness: 21%
- Job Placement Services: 30%
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)
Canal Alliance
Good Samaritan Family Resource Center
Ravenswood Family Health Center
San Francisco Child Abuse Prevention 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.

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.

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.

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.
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.

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.

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

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

$500,000+
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Gina and Stuart Peterson
Laszlo N. Tauber Family Foundation, Inc.

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