

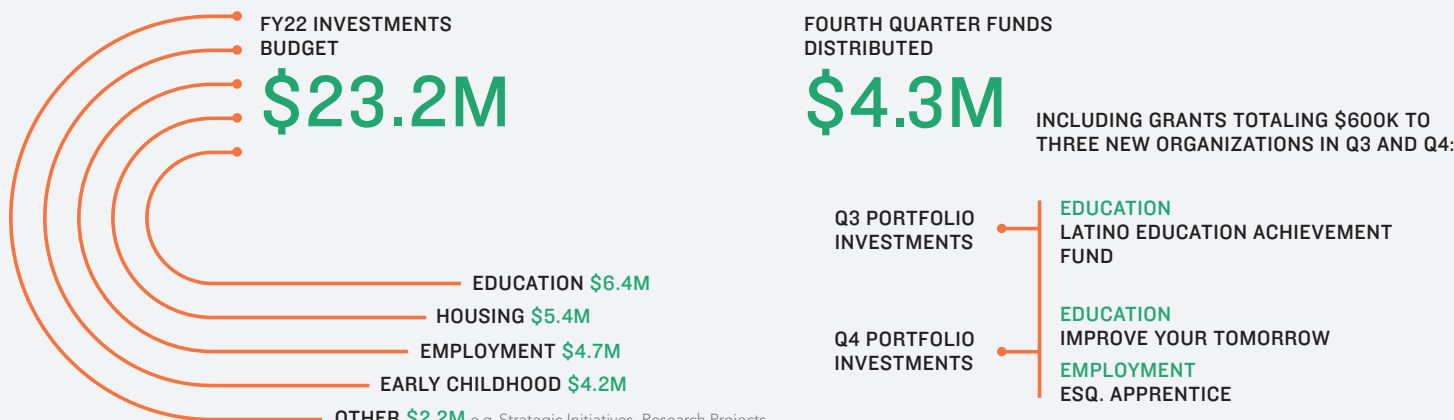
WE BUILD COMMUNITY TO ADVANCE THE MOST PROMISING POVERTY-FIGHTING SOLUTIONS

Since 2005, Tipping Point has invested nearly \$300 million for housing, early childhood, education, and employment solutions in the region. Last year, 100,000 of our neighbors turned to our grantees for support throughout the Bay Area. Our board covers 100% of our operating costs, so every dollar donated goes where it's needed most.



Q3/Q4 INVESTMENTS

In fiscal year 2022 (July 1, 2021 - June 30, 2022), Tipping Point invested a total of \$23.2M in the most promising solutions for families to lift themselves out of poverty, including \$4.3M in Q4.

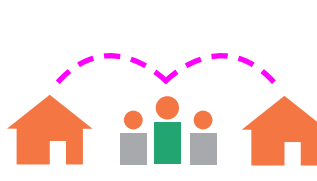


OUR MODEL ACCELERATES IMPACT

Tipping Point identifies and advances the most effective strategies for helping people build a pathway out of poverty. We provide intentional, unrestricted funding to an array of exceptional organizations, promising policies, and scalable solutions, because we know that removing barriers to economic mobility isn't a "one size fits all" approach. We're proud to highlight our holistic and rigorously-vetted investment strategy through our recent work:

NEW FUNDING: VISA FOUNDATION SUPPORTS YOUTH HOMELESSNESS INITIATIVE

“YOUNG PEOPLE SHOULDN'T BE WORRIED ABOUT WHERE THEY WILL SLEEP TONIGHT, OR WHERE THEIR NEXT MEAL IS COMING FROM.”



Visa Foundation shares Tipping Point's belief that it takes community-driven solutions to break the cycle of poverty, and we're thrilled to partner with them on a three-year initiative to reduce youth homelessness in the Bay Area. The effort will focus on coordinating support across organizations to improve the quality and quantity of resources for youth experiencing homelessness.

Marin, San Francisco, San Mateo, and Santa Clara counties to help remove barriers for homeless youth finding stable housing.

Young people need a strong safety net to transition to financially stable adulthood. But for the 3,500 homeless youth in the Bay Area, the struggle to navigate the myriad programs that hold the support they need can be one of the most challenging obstacles to overcome. Visa Foundation's \$12 million commitment, part of Tipping Point's total \$16 million funding effort, will be invested in service providers in Alameda, Contra Costa,

Oliver Jenkyn announced the partnership at the Tipping Point Benefit on May 12. "Young people shouldn't be worried about where they will sleep tonight, or where their next meal is coming from," he said in a press release. "They should be building for a future in which they can thrive. On most nights, the San Francisco Bay Area has the largest population of unhoused youth in the nation. The need is clear, and heart-breaking to witness at such a pivotal time in a person's life, but the payoff could be enormous. Solutions exist and we believe in Tipping Point's ability to find them."

SUPPORTING EMERGING LEADERS FOR GREATER IMPACT: POC-LED

INVESTING IN LEADERSHIP

We've seen that, with the right resources and support, organizations led by people with proximate experiences to the clients they serve use their unique perspectives to make programmatic breakthroughs. But inequitable funding practices have made it difficult for these leaders—who are typically people of color—to access influential social networks, which means they're left out of important conversations—as well as the chance to acquire the resources they need to implement their approaches.

initiative last year, but we knew support needed to go deeper. Tipping Point's POC-Led Executive Fellowship adds a new layer of capacity building support specifically designed to help early-stage grantees of color address the unique obstacles they face by providing customized support along all domains of their organizations. The Fellowship, which just completed its first cohort, provides the opportunity to participate in professional development opportunities, peer-to-peer networking, and gain access to the greater Tipping Point funder community. We will welcome our second cohort in the Spring of 2023, and early impact data from organizations led by Fellowship participants show very promising results.

BUILDING SUPPORT FOR GRANTEEES

As part of Tipping Point's POC-Led Strategy, we committed to increasing our investments to organizations led by people of color so they comprise 50% of our total grantmaking budget and 50% of our grantee portfolio over the next three years. We've made significant advancements toward this goal since we launched the

Providing these grantees with the holistic support they need to become high-performing organizations serves the dual purpose of changing the philanthropy landscape for the better and increasing Tipping Point's effectiveness in providing pathways to economic mobility to the people who need it most.

GRANTEE SPOTLIGHT: EMPLOYMENT PORTFOLIO ESQ. APPRENTICE

Tipping Point is proud to support early-stage grantees like Esq. Apprentice who are spearheading new models with the potential for impact in the Bay Area and beyond.

Economic mobility for low-income workers requires gaining skills, credentials, and work experience. But the typical pathway to becoming a lawyer is long and expensive, making it out of reach for those in the legal field who don't have the means or the time to take that next step in their career. Because of these barriers, those working on the lower level of the financial spectrum—paralegals and administrative assistants—tend to be predominantly women of color. Esq. Apprentice is committed to leveling the playing field and increasing the number of women of color working as licensed attorneys by providing them with the tools and support they need to complete California's Legal Apprenticeship Program. This program allows residents of the state to become attorneys without being saddled with debt: instead of going to law school, apprentices study with an experienced attorney or judge for four years before taking the bar exam. Esq. Apprentice matches participants with an attorney and provides a weekly study plan to help them study for the bar, all while receiving one-on-one mentorship and a cost-of-living stipend.

In addition to providing direct support to aspiring attorneys, Esq. Apprentice is determined to redefine the legal field and make it more equitable. Through their public policy advocacy, they hope to broaden the narrow definition of what constitutes a legal education, as well as remove obstacles that face apprentices.



POWERED BY COMMUNITY

NEW MEMBERS TO TIPPING POINT'S BOARD AND LEADERSHIP COUNCIL

In the past six months we've added one new member to the [Board of Directors](#) and two new members to our [Leadership Council](#). Welcome , Ben, Sid, and Su Jin!

BOARD OF DIRECTORS

Ben Spero Managing Director, Spectrum Equity

LEADERSHIP COUNCIL

Su Jin Jez Executive Director, California Competes

Sid Ramakrishnan Director, Genstar Capital



MEET NEW CHIEF PROGRAM OFFICER ALI SUTTON

"Tipping Point is compelling to me because it stands at the intersection of directly impacting the lives of individuals while also taking the long-view to find ways

to change policies that have the potential to impact thousands of lives down the road. There's a massive opportunity to more seamlessly connect our direct service work with our need to change the systems that allow poverty to exist."

Ali Sutton joined Tipping Point in March 2022 to more directly serve her community while also continuing to

work on the critical system changes necessary to ensure meaningful reductions in poverty. Prior to joining Tipping Point, Ali served as the State of California's Deputy Secretary for Homelessness, where she oversaw the state's interagency council on homelessness as well as several large state homelessness grant programs. Earlier in her career Ali served as a Senior Advisor for the U.S. Department of Health and Human Services, focusing on a range of anti-poverty programs within the Administration for Children and Families. Ali graduated with a Masters in Public Policy from the University of California – Berkeley, and received her B.A from the University of Iowa.