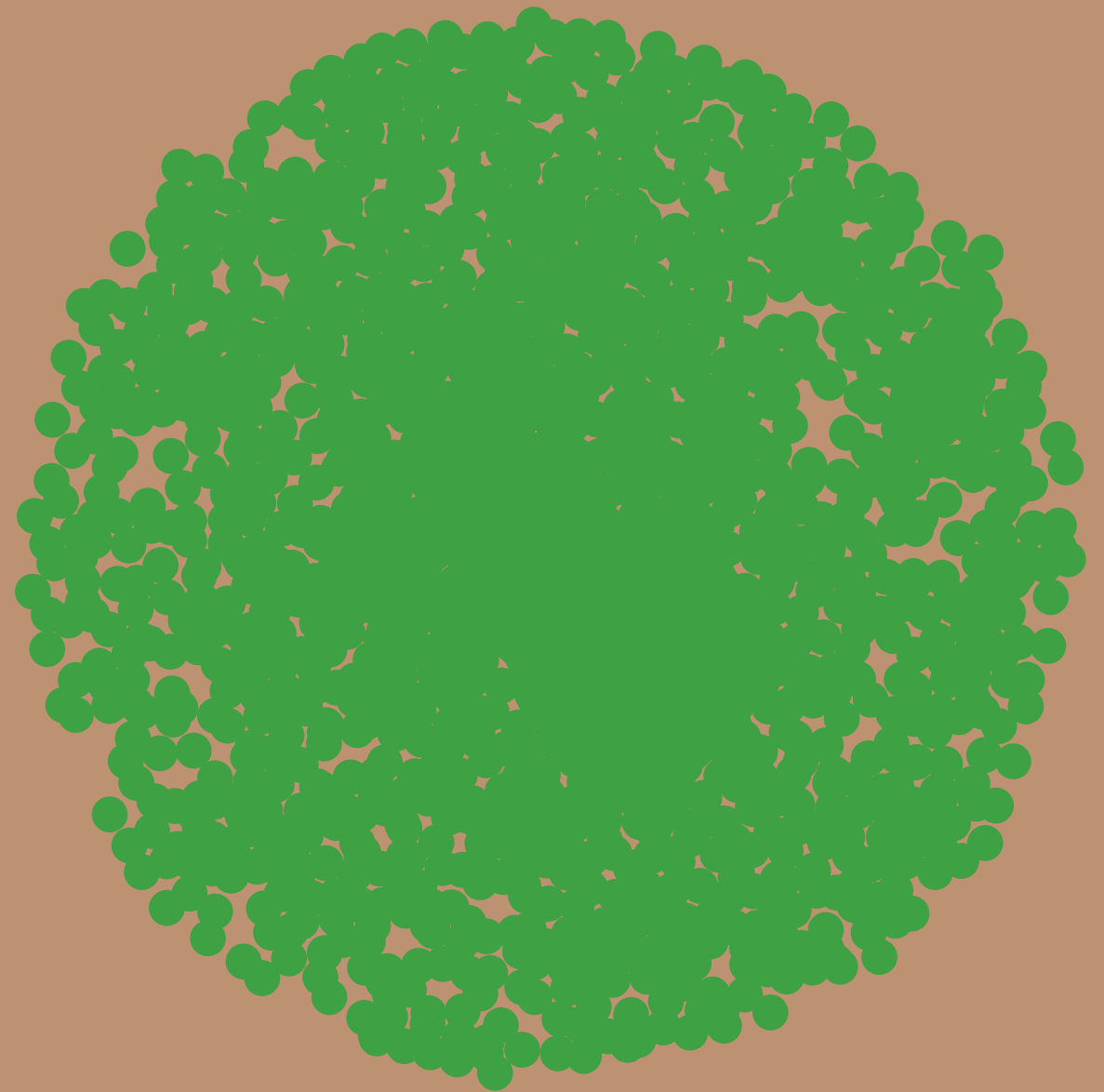
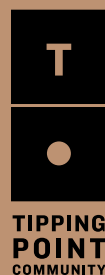


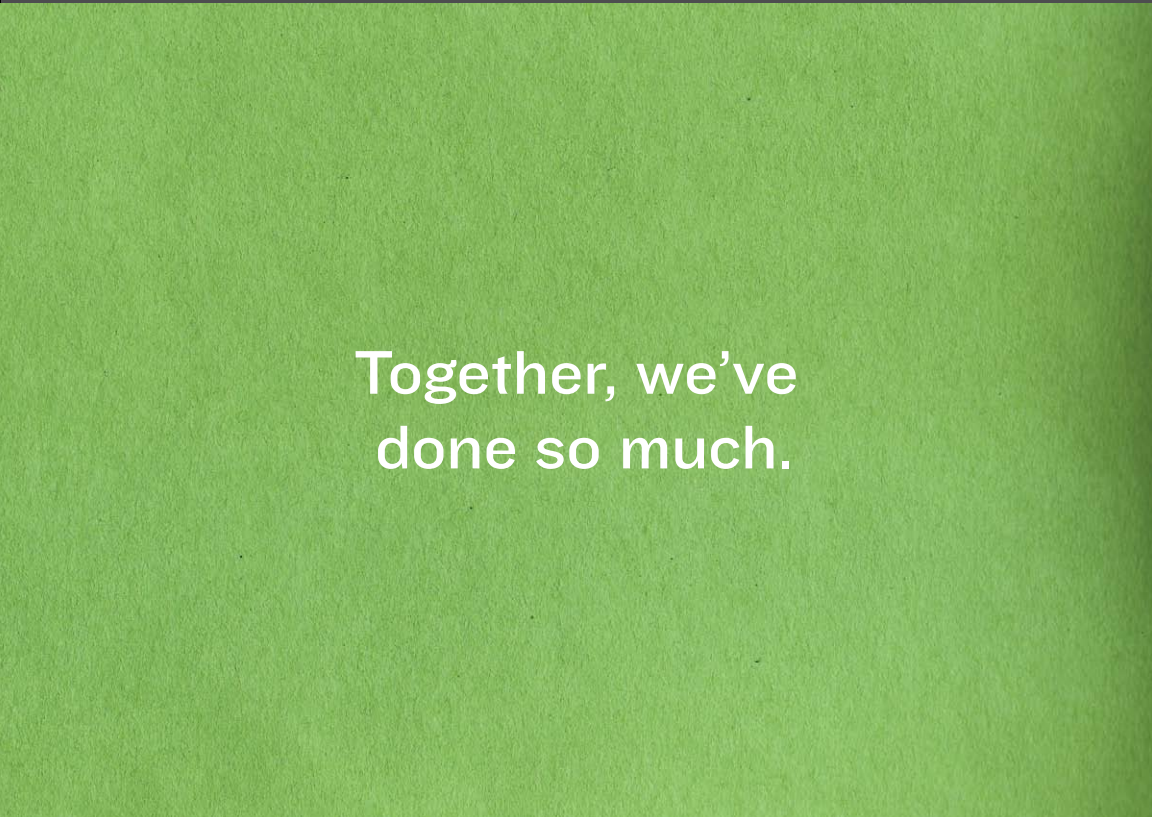
# Tipping Point Community

2011 ANNUAL REPORT

1,285,334

Bay Area people  
can't meet their  
basic needs.





Together, we've  
done so much.

**POVERTY IS A HUGE PROBLEM**

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Bay Area people  
can't meet their  
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Together, we've  
done so much.

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Dear Tipping Point Community,

From the very beginning we set out to be innovative and break the traditional mold of philanthropy. We are so proud that you believe in our approach. Thanks to donors like you, Tipping Point–funded organizations served more than **48,000** low-income people last year.

While most funders restrict their dollars to programming, you have helped us build the essential structures required for sustainable growth and more efficient client services. Things like facilities, staffing, up-to-date technology, communications and strategic planning are often seen as a luxury in the non-profit sector. Because of your support, strong infrastructure is providing the foundation for our groups to make groundbreaking gains in the fight against poverty.

As you will learn in this year's report, First Place for Youth is one powerful example of how Tipping Point's engaged, long-term funding model is working. Thank you for investing in the possibilities for the more than 1.2 million people in the Bay Area who still struggle to meet their basic needs every day.

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

Tipping Point invests in the growth of groups like First Place for Youth because it changes the lives of people like Malcolm.

*“The streets raised me.”*

**Malcolm** grew up in Richmond. His father was murdered when he was six and he was removed from his mother’s home at 15. He shuffled between 10 Bay Area high schools, falling into and out of trouble with the law.

*“When you’re not worried about housing, you can do things that you never thought you could do before.”*

His welcome on his aunt's couch had worn thin when Malcolm heard about **First Place for Youth**. At First Place, he found the support he needed to afford an apartment and start taking classes at Merritt College. Eventually, Malcolm graduated from UC Berkeley.

*"I made a ton of money at Comcast, but I wasn't fulfilled."*

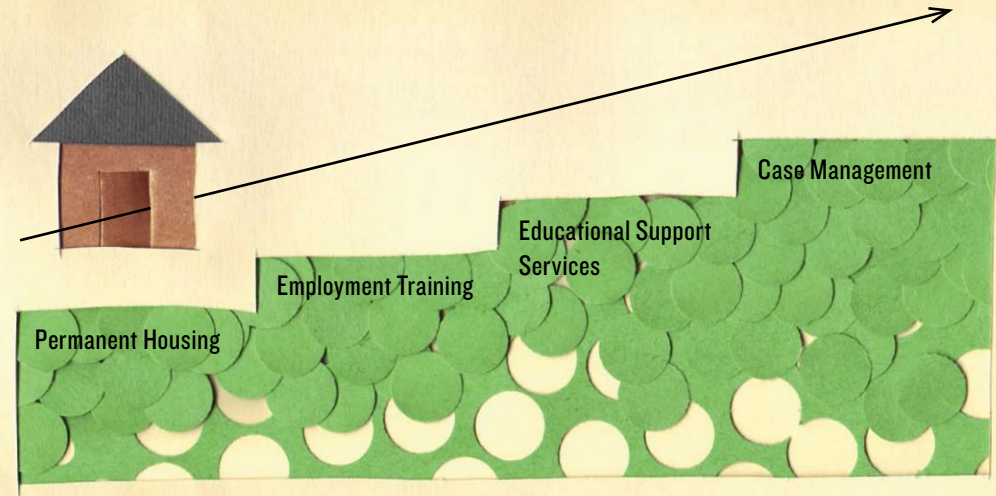
Malcolm's attitude and drive helped him become one of Comcast's top salespeople. Ultimately, he knew he belonged at First Place for Youth. As a Program Specialist, Malcolm now runs the programs that changed his life.

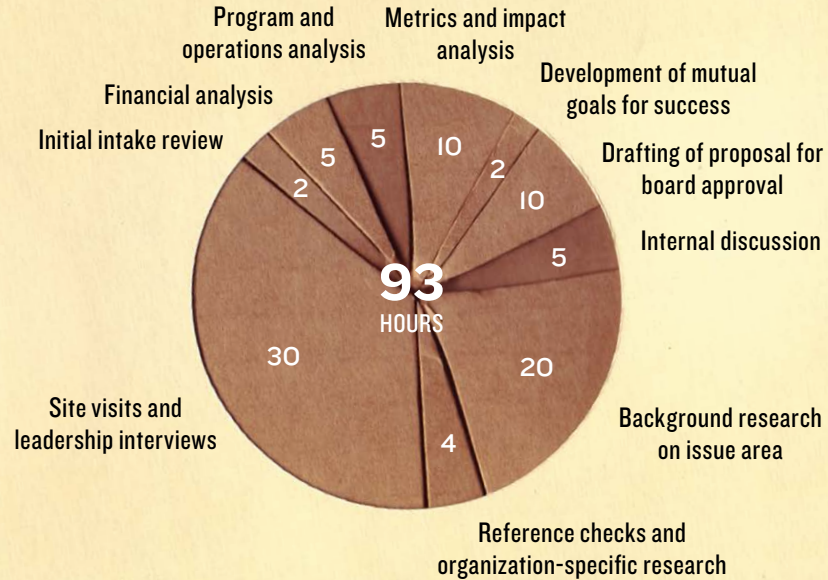
*"I'm a product of First Place and know it's the best thing out there for foster youth. My story is their story."*

While four out of ten people living in California homeless shelters grew up in foster care, last year **84%** of First Place for Youth clients secured safe, permanent housing.

100% of Tipping Point–funded programs provide services addressing multiple risk factors.

At First Place for Youth, housing is just the beginning.





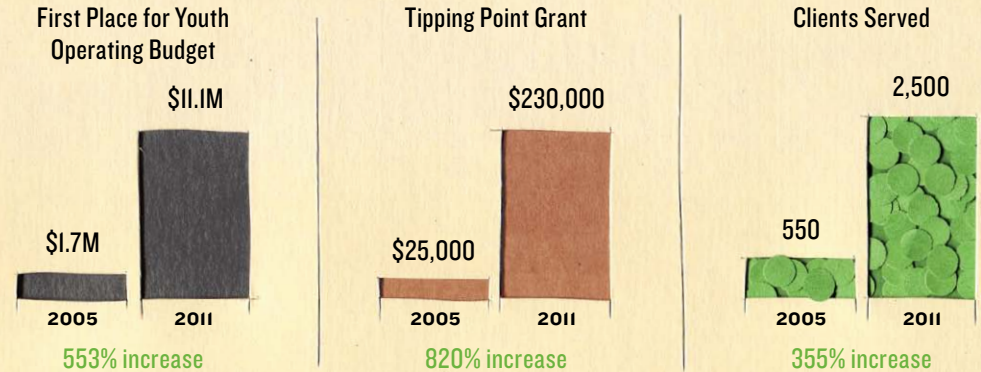
Before writing a check to an organization like First Place for Youth, our program team conducts an average of **93 hours of due diligence.**

“Tipping Point has been involved in every major decision First Place has made in bringing our organization to scale. From day one, they have been willing to invest in the operations, staffing, strategy, leadership training and database development we need to grow effectively. They are always just a phone call away.”

Sam Cobbs, Chief Executive Officer, First Place for Youth

## First Place for Youth Tipping Point Investment to Date: \$680,000

AREA SERVED: SAN FRANCISCO, EAST BAY



Nationally, only 20% of funders invest in general operating support. 100% of Tipping Point grants are unrestricted and tied to mutually agreed-upon goals.

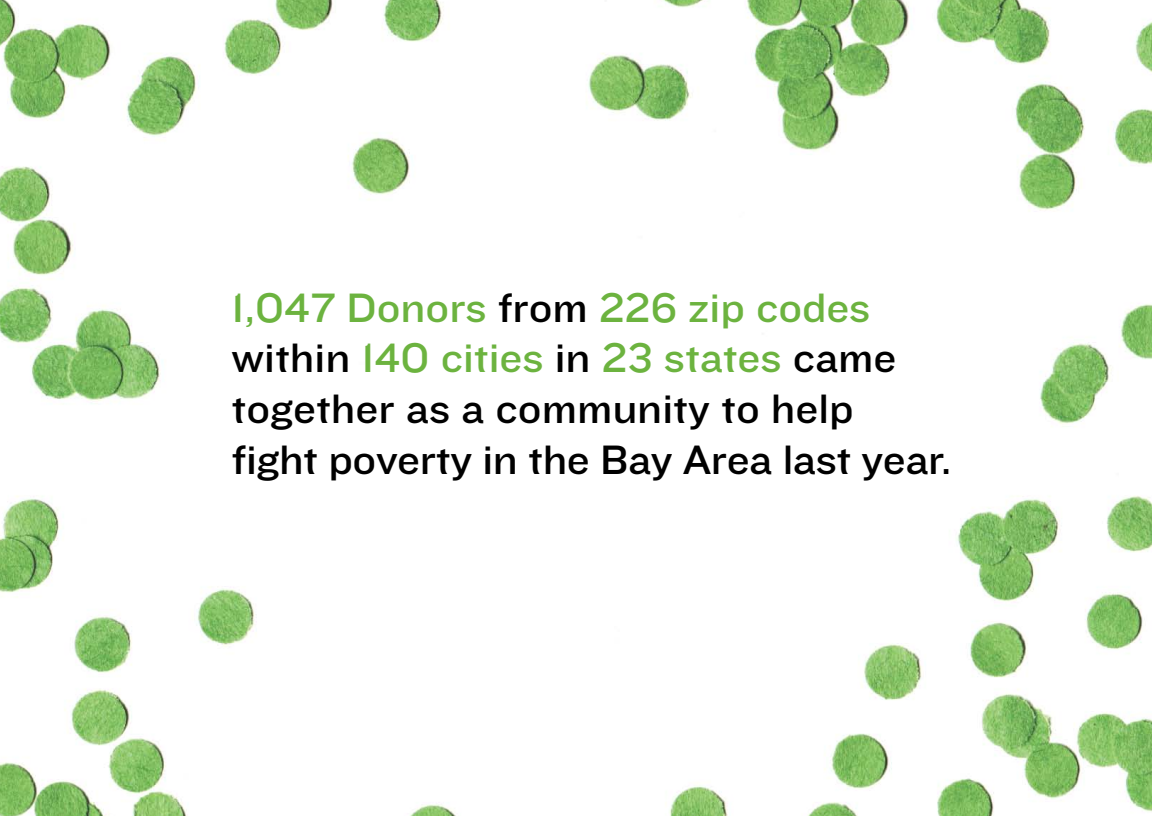
In addition to the **\$11 million** Tipping Point distributed to its grantees in 2011, we secured more than \$2 million in donated services from some of the best companies in the Bay Area to help maximize your philanthropic investment.

## Partner Services and Expertise

FUNDRAISING & COMMUNICATIONS	\$26,738
TECHNOLOGY	\$690,111
BOARD RECRUITMENT & LEADERSHIP DEVELOPMENT	\$25,000
STRATEGY & EVALUATION	\$920,000
LEGAL & HR	\$400,809
REAL ESTATE & CAPITAL PROJECTS	\$170,135
OTHER	\$1,540

$$\begin{array}{ccccccc} \$1 & + & \$0.22 & = & \$1.22 \\ \hline \text{Your donor dollar} & & \text{Tipping Point added value} & & \text{Immediate financial return on} \\ & & & & \text{your philanthropic investment} \end{array}$$

22¢ may not seem like a lot. But when you add up the partner services and expertise, donated goods and staff time, last year Tipping Point invested an additional **\$2,418,870** worth of management expertise to help our groups meet their goals and change lives, at no cost to you.

A decorative border of green circles of various sizes is scattered along the top and left edges of the white background.

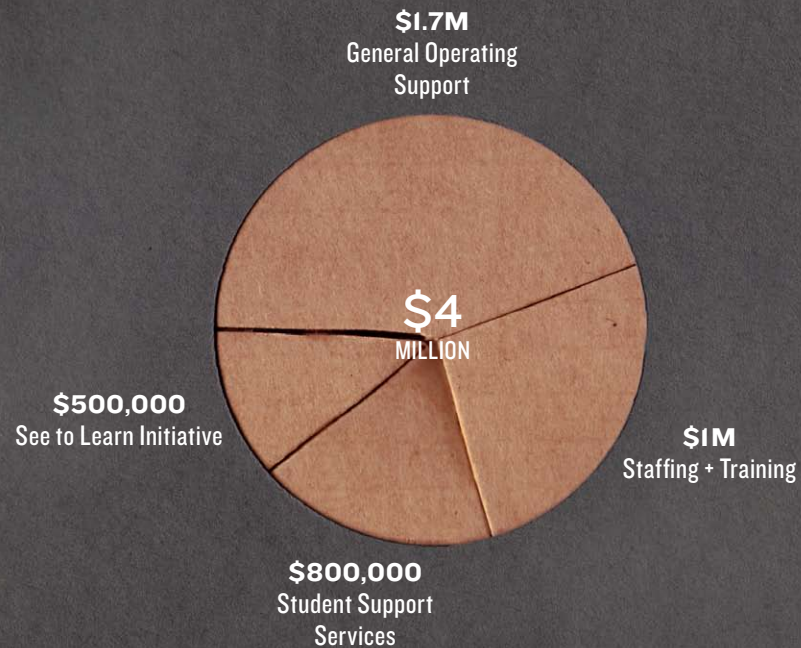
1,047 Donors from 226 zip codes  
within 140 cities in 23 states came  
together as a community to help  
fight poverty in the Bay Area last year.

The right half of the image has a dark grey background. A large, faint circle is centered behind the "\$12.6M" text.

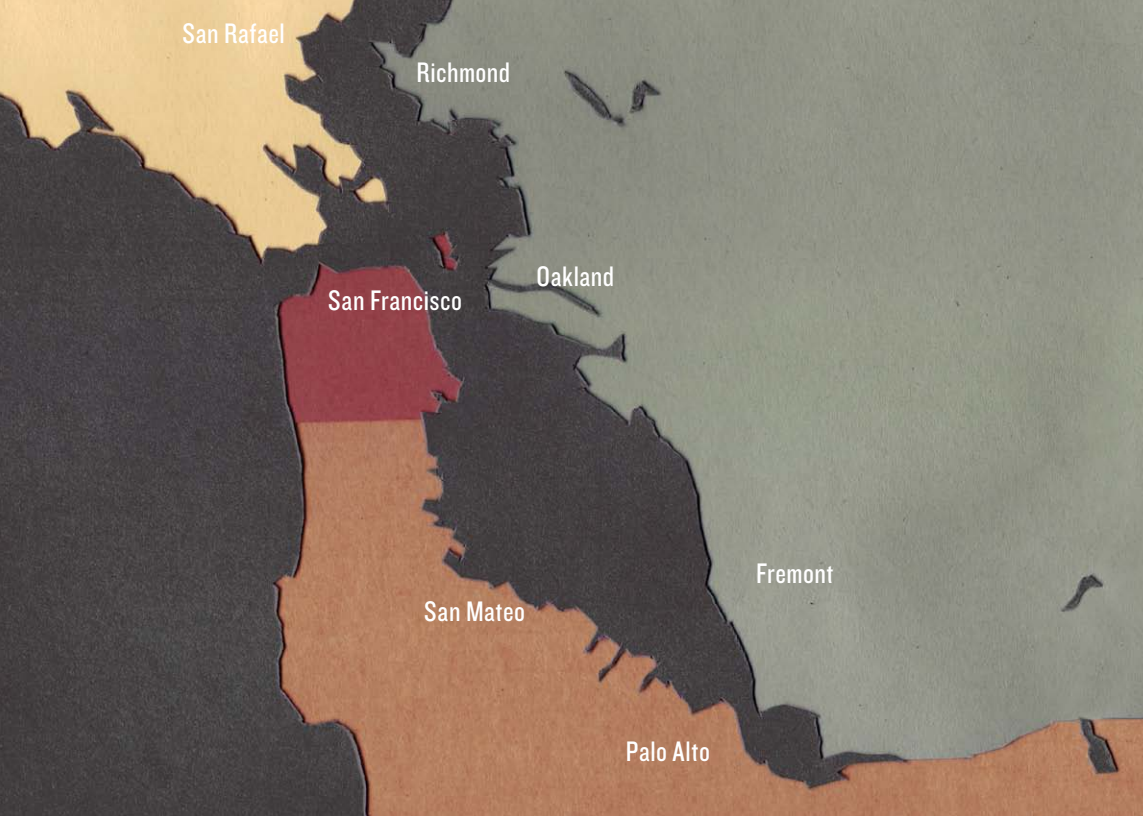
\$12.6M

Raised in 2011

Because our board covers our operating costs, 100% of every dollar you donate goes out the door to the most-effective poverty-fighting organizations in the Bay Area.



At the 2011 Tipping Point Benefit, **296 Donors** contributed **\$4 million** to ensure that the best Bay Area education programs serving low-income students will survive and thrive, despite statewide budget cuts.



## Grantees

### EDUCATION + YOUTH

10,978 *clients served*

Aspire Public Schools	Envision Schools	KIPP Bay Area Schools
BUILD	Fresh Lifelines for Youth (FLY)	Next Step Learning Center
Eastside College Preparatory School	Guardian Scholars	Reading Partners
		Rocketship Education

### EMPLOYMENT

10,273 *clients served*

EARN	SingleStop Bay Area	Upwardly Global
New Door Ventures	The Stride Center	WAGES
Rubicon Programs Inc.	Swords to Plowshares	Year Up

### FAMILY WELLNESS

14,893 *clients served*

Bayview Child Health Center (BCHC)	Good Samaritan Family Resource Center	San Francisco Child Abuse Prevention Center
Canal Alliance	Ravenswood Family Health Center	

### HOUSING

11,861 *clients served*

Compass Family Services	Homeless Prenatal Program (HPP)	Larkin Street Youth Services
First Place for Youth		Shelter Network

*\*Color denotes grantee headquarters.*

## Donors

*The honor roll of donors gratefully acknowledges gifts and pledges made between July 1, 2010, and June 30, 2011.*

### \$1,000,000+

The Brin Wojcicki Foundation  
Catherine and John Debs  
Mimi & Peter Haas Fund  
James Family Foundation  
Charles and Helen Schwab Foundation

### \$500,000+

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

### \$250,000+

The Horace W. Goldsmith Foundation  
Hewlett-Packard Company  
Kelsey and David Lamond  
JaMel and Tom Perkins Family Foundation  
Gina and Stuart Peterson  
Eric Roberts  
Helen and Charles Schwab

### \$100,000+

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### \$10,000+

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Alli Knox	Kaili Lickle	Lynn Merz and Bill Kennedy	Diana Pang	Maureen Richardson	Blair and Rick Shane	Beth Stetter	Traeger-Hirschfelder
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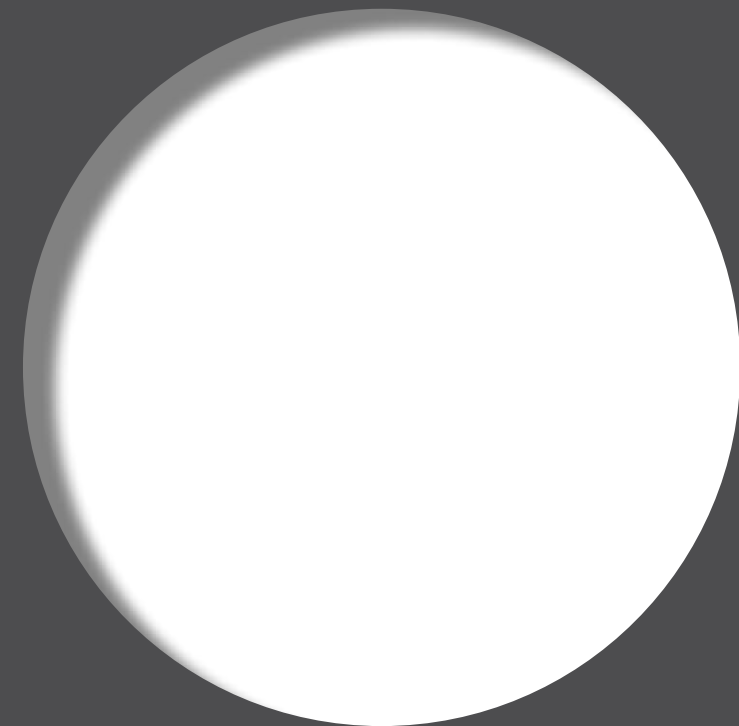


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