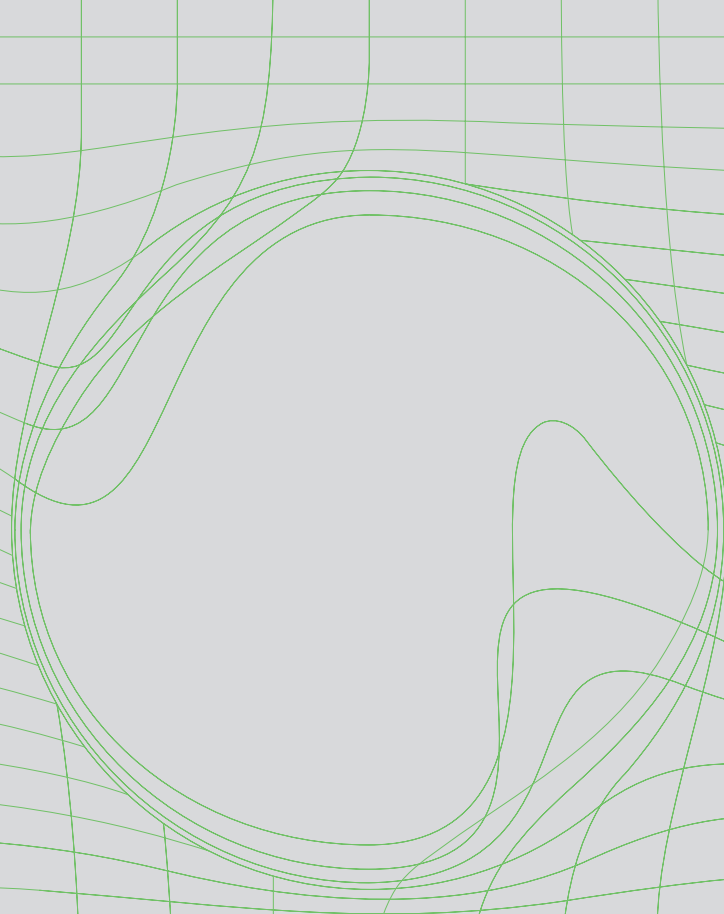


TIPPING POINT COMMUNITY

2012 ANNUAL REPORT



BOARD OF DIRECTORS

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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

Model. Methods. Impact.

← Please leave this panel open.

EDUCATION + YOUTH

EMPLOYMENT

HOUSING

FAMILY WELLNESS

Grantee Organization		Areas Served			Grantee Since	FY12 Bay Area Budget (\$)		FY12 General Operating Grant	Key Metrics	Management Assistance (at no cost to donors)	Tipping Point Value Add
1	Aspire Public Schools		S	E		2010	\$ 26.7M	\$ 518,000	100% of graduates accepted into a four-year college	💰 🗨️ 📄	Preserved 11 student-support staff positions
2	BELL	N	S			2012	\$ 0.8M	\$ 250,000	On average, 2/3 grade level gain in reading and math in six weeks	🎯	Provided funding to help launch BELL in Bay Area
3	BUILD		S	E		2006	\$ 2.3M	\$ 200,000	80% of students are first in family to pursue post-secondary education	📉 🗨️ 🗨️	Supported launch of East Oakland site
4	Eastside College Preparatory School		S			2011	\$ 5.5M	\$ 150,000	98% of students are first-generation college bound; 80% of alumni complete college	🎯 🗨️ 💰	Secured expert to train staff on childhood trauma
5	Fresh Lifelines for Youth		S			2006	\$ 2.6M	\$ 225,000	In San Mateo County, 100% of eligible seniors graduated or earned GED	😊 🗨️ 🔄	Successfully nominated for national capacity-building grant
6	Gateway to College			E	SF	2012	\$ 1.0M	\$ 270,000	Despite very poor prior school attendance, students maintain 82% average attendance rate	🎯	Assisted with director of development hire
7	KIPP Bay Area Schools		S	E	SF	2006	\$ 23.7M	\$ 500,000	75% of KIPP King Collegiate seniors passed an AP exam versus 21% of seniors in California	🎯 💰 🗨️	Facilitated McKinsey & Company growth planning
8	Next Step Learning Center			E		2007	\$ 0.4M	\$ 60,000	75% of GED test takers earned certification	😊 🎯 💰	Helped develop and implement new client database
9	Reading Partners	N	S	E	SF	2008	\$ 3.0M	\$ 300,000	87% of students gained 1.3 months of proficiency, on average, per month	🗨️ 💰 🗨️	Helped develop first Bay Area donor event
10	Rocketship Education		S			2011	\$ 22.4M	\$ 300,000	85% of Mateo Sheedy's 5th graders are proficient in English versus 44% of similar students	🗨️ 🔄 📉	Successfully testified in Sacramento for SF charter
11	SF State Guardian Scholars Program				SF	2007	\$ 0.4M	\$ 110,000	90% retention of students enrolled in fall of 2010 versus 75% university-wide	😊 🗨️ 🎯	Funded full-time career planning position
12	The Bread Project			E		2012	\$ 1.2M	\$ 100,000	81% of clients who completed training in 2011 were placed into jobs	🎯	Leading study with Harvard on client follow-up
13	Center for Employment Opportunities			E		2012	\$ 0.2M	\$ 100,000	Over 1,500 full-time job placements were made nationally in 2011	🎯 🗨️	Provided seed funding for expansion to Bay Area
14	JobTrain		S			2012	\$ 4.8M	\$ 100,000	Of the 88% of clients who completed coursework, 76% were placed into permanent jobs	🎯	Provided self-care mental health training for 35+ staff
15	Mission Asset Fund	N	S	E	SF	2012	\$ 1.0M	\$ 100,000	0% default rate since 2007	🎯	Currently identifying needs and resources
16	New Door Ventures				SF	2007	\$ 4.3M	\$ 225,000	69% of youth completed the internship program; 38% were employed; 72% were in school	💰 🗨️ 🗨️	After building flooded, secured HP computer donation
17	Opportunity Junction			E		2012	\$ 1.2M	\$ 75,000	Placed 76% of clients who completed Job Training and Placement within 3 months	🎯 🗨️	Assisted with development manager search and hire
18	Rubicon Programs Inc.			E		2006	\$ 13.9M	\$ 300,000	Placed 400 clients into jobs with a median wage of \$12.00/hour	🗨️ 🔄 💰	Referred expert on minimizing client aggression
19	Single Stop	N	S	E	SF	2010	\$ 1.7M	\$ 200,000	Bay Area clients received nearly \$18 million in public benefits, tax refunds and other services	🔄 🗨️ 💰	Provided seed funding to bring Single Stop to the Bay Area
20	The Stride Center			E		2009	\$ 2.4M	\$ 150,000	Of 313 clients who completed training, 56% were placed into jobs	🗨️ 💰 📉	Hosted funder meeting to explore new social enterprise
21	Swords to Plowshares			E	SF	2011	\$ 8.4M	\$ 100,000	78% of veterans who completed training achieved six months' retention at job placements	🗨️ 🗨️ 🎯	Helped develop corporate engagement strategy
22	Upwardly Global	N	S	E	SF	2010	\$ 0.8M	\$ 125,000	In first six months of 2011, trained 162 new clients, exceeding goal by 30%	🗨️ 🗨️ 🗨️	Serve on Knowledge Management Steering Committee
23	WAGES	N	S	E	SF	2010	\$ 0.9M	\$ 125,000	Increased average income by over 100%, from \$9,844 before employment to \$20,557	🗨️ 😊 🗨️	Provided executive coaching during leadership transition
24	Year Up		S		SF	2009	\$ 4.3M	\$ 275,000	Four months after graduation, 91% of participants were employed or in school	💰 🎯	Provided funding for Silicon Valley expansion
25	Compass Family Services				SF	2007	\$ 7.7M	\$ 200,000	287 Connecting Point families secured permanent housing; 608 avoided homelessness	🗨️ 🗨️ 📉	Funded relocation and remodel of family shelter
26	First Place for Youth			E	SF	2006	\$ 10.9M	\$ 300,000	90% of youth exited into safe, permanent housing	🗨️ 🗨️ 🎯	Placed expert from finance industry on board
27	Homeless Prenatal Program				SF	2006	\$ 5.1M	\$ 250,000	87% of babies born to clients were of healthy weight; 97% were born drug free	🎯 🗨️ 💰	Invested in creation of client database
28	InnVision Shelter Network		S			2008	\$ 9.0M	\$ 300,000	Provided homeless families and individuals over 32,400 shelter-nights	🎯 😊 🔄	Advised on business plan in preparation for merger
29	Larkin Street Youth Services				SF	2011	\$ 14.6M	\$ 125,000	89% of youth exiting transitional housing program secured stable housing	🗨️ 💰	Advocated for 24 new units of housing
30	SHELTER Inc.			E		2012	\$ 8.3M	\$ 100,000	81% of families moved to stable long-term housing as compared with 65% nationally	🎯	Secured pro bono sexual harassment training for staff
31	Bayview Child Health Center				SF	2007	\$ 1.0M	\$ 100,000	Provided 866 children with 3,238 primary care visits and comprehensive support services	😊 🎯	Placed two UCSF-trained trauma experts on-site
32	Canal Alliance	N				2007	\$ 2.8M	\$ 200,000	Completed 439 tax returns, generating \$577,237 in tax refunds for clients	🗨️ 🗨️	Connected with bilingual motivational interviewing trainer
33	Center for Youth Wellness				SF	**2012	\$ 0.8M	\$ 150,000	Coming soon	🗨️ 🎯 💰	Provided funding, planning, legal and real estate expertise
34	Good Samaritan Family Resource Center				SF	2007	\$ 1.9M	\$ 100,000	75% of students made significant learning gains in ESL classes	😊 🎯	Participated on Strategic Planning Committee
35	Ravenswood Family Health Center		S			2010	\$ 13.1M	\$ 175,000	Served 2,140 dental patients in first year	💰 🗨️ 🗨️	Funded data entry training for patient services and billing
36	San Francisco Child Abuse Prevention Center				SF	2009	\$ 3.9M	\$ 125,000	Mothers in Positive Parenting program reported 45% decrease in depression	🗨️ 🗨️ 🎯	Funded creation of performance evaluation framework
37	Sunny Hills Services	N		E		2012	\$ 7.8M	\$ 75,000	70% of juvenile offenders who completed ACT program were off probation six months later	🎯	Currently identifying needs and resources
Total General Operating Grant									\$ 7.1M	* Does not include \$3.5M allocated for fulfillment of previous Be a Tipping Point packages. ** Funded in 2010 as a Tipping Point Initiative. Numbers represent data provided in Tipping Point's FY12 (7/1/2011–6/30/2012), which doesn't always coincide with grantee fiscal year and reporting periods.	
Management Assistance									\$ 0.9M		
One-Time Investments									\$ 3.2M		
Mental Health Initiative									\$ 0.8M		
Total									Total FY12 Grantmaking* \$		12.0M

N NORTH BAY S SOUTH BAY E EAST BAY SF SAN FRANCISCO

💰 FUNDRAISING 🗨️ COMMUNICATIONS 🗨️ TECHNOLOGY 🗨️ MENTAL HEALTH 🎯 STRATEGY 🗨️ STAFFING 📉 BOARD PLACEMENT 🔗 EXPANSION 🎯 GOAL SETTING

← Please leave this panel open.

Model.
Methods.
Impact.

EDUCATION + YOUTH

Grantee Organization	Areas Served				Grantee Since	FY12 Bay Area Budget (\$)	FY12 General Operating Grant	Key Metrics
1 Aspire Public Schools		(S)	(E)		2010	\$ 26.7M	\$ 518,000	100% of
2 BELL	(N)	(S)			2012	\$ 0.8M	\$ 250,000	On ave
3 BUILD		(S)	(E)		2006	\$ 2.3M	\$ 200,000	80% of
4 Eastside College Preparatory School		(S)			2011	\$ 5.5M	\$ 150,000	80% of
5 Fresh Lifelines for Youth		(S)			2006	\$ 2.6M	\$ 225,000	In San
6 Gateway to College			(E)	(SF)	2012	\$ 1.0M	\$ 270,000	Despiti
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8 Next Step Learning Center			(E)		2007	\$ 0.4M	\$ 60,000	75% of
9 Reading Partners	(N)	(S)	(E)	(SF)	2008	\$ 3.0M	\$ 300,000	87% of
10 Rocketship Education		(S)			2011	\$ 22.4M	\$ 300,000	85% of
11 SF State Guardian Scholars Program				(SF)	2007	\$ 0.4M	\$ 110,000	90% re

EMPLOYMENT

12 The Bread Project			(E)		2012	\$ 1.2M	\$ 100,000	81% of
13 Center for Employment Opportunities			(E)		2012	\$ 0.2M	\$ 100,000	Over 1
14 JobTrain		(S)			2012	\$ 4.8M	\$ 100,000	Of the
15 Mission Asset Fund	(N)	(S)	(E)	(SF)	2012	\$ 1.0M	\$ 100,000	0% def
16 New Door Ventures				(SF)	2007	\$ 4.3M	\$ 225,000	69% of
17 Opportunity Junction			(E)		2012	\$ 1.2M	\$ 75,000	Placed
18 Rubicon Programs Inc.			(E)		2006	\$ 13.9M	\$ 300,000	Placed
19 Single Stop	(N)	(S)	(E)	(SF)	2010	\$ 1.7M	\$ 200,000	Bay Ar
20 The Stride Center			(E)		2009	\$ 2.4M	\$ 150,000	Of 313
21 Swords to Plowshares			(E)	(SF)	2011	\$ 8.4M	\$ 100,000	78% of
22 Upwardly Global	(N)	(S)	(E)	(SF)	2010	\$ 0.8M	\$ 125,000	In first
23 WAGES	(N)	(S)	(E)	(SF)	2010	\$ 0.9M	\$ 125,000	Increas
24 Year Up		(S)		(SF)	2009	\$ 4.3M	\$ 275,000	Four m

HOUSING

25 Compass Family Services				(SF)	2007	\$ 7.7M	\$ 200,000	287 Co
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27 Homeless Prenatal Program				(SF)	2006	\$ 5.1M	\$ 250,000	87% of
28 InnVision Shelter Network		(S)			2008	\$ 9.0M	\$ 300,000	Provide
29 Larkin Street Youth Services				(SF)	2011	\$ 14.6M	\$ 125,000	89% of
30 SHELTER Inc.			(E)		2012	\$ 8.3M	\$ 100,000	81% of

FAMILY WELLNESS

31 Bayview Child Health Center				(SF)	2007	\$ 1.0M	\$ 100,000	Provide
32 Canal Alliance	(N)				2007	\$ 2.8M	\$ 200,000	Compl
33 Center for Youth Wellness				(SF)	**2012	\$ 0.8M	\$ 150,000	Coming
34 Good Samaritan Family Resource Center				(SF)	2007	\$ 1.9M	\$ 100,000	75% of
35 Ravenswood Family Health Center		(S)			2010	\$ 13.1M	\$ 175,000	Served
36 San Francisco Child Abuse Prevention Center				(SF)	2009	\$ 3.9M	\$ 125,000	Mothe
37 Sunny Hills Services	(N)		(E)		2012	\$ 7.8M	\$ 75,000	70% of

Total General Operating Grant						\$ 7.1M		* Does not ** Funded in Numbers which do
Management Assistance						\$ 0.9M		
One-Time Investments						\$ 3.2M		
Mental Health Initiative						\$ 0.8M		

Total	Total FY12 Grantmaking*						\$ 12.0M	
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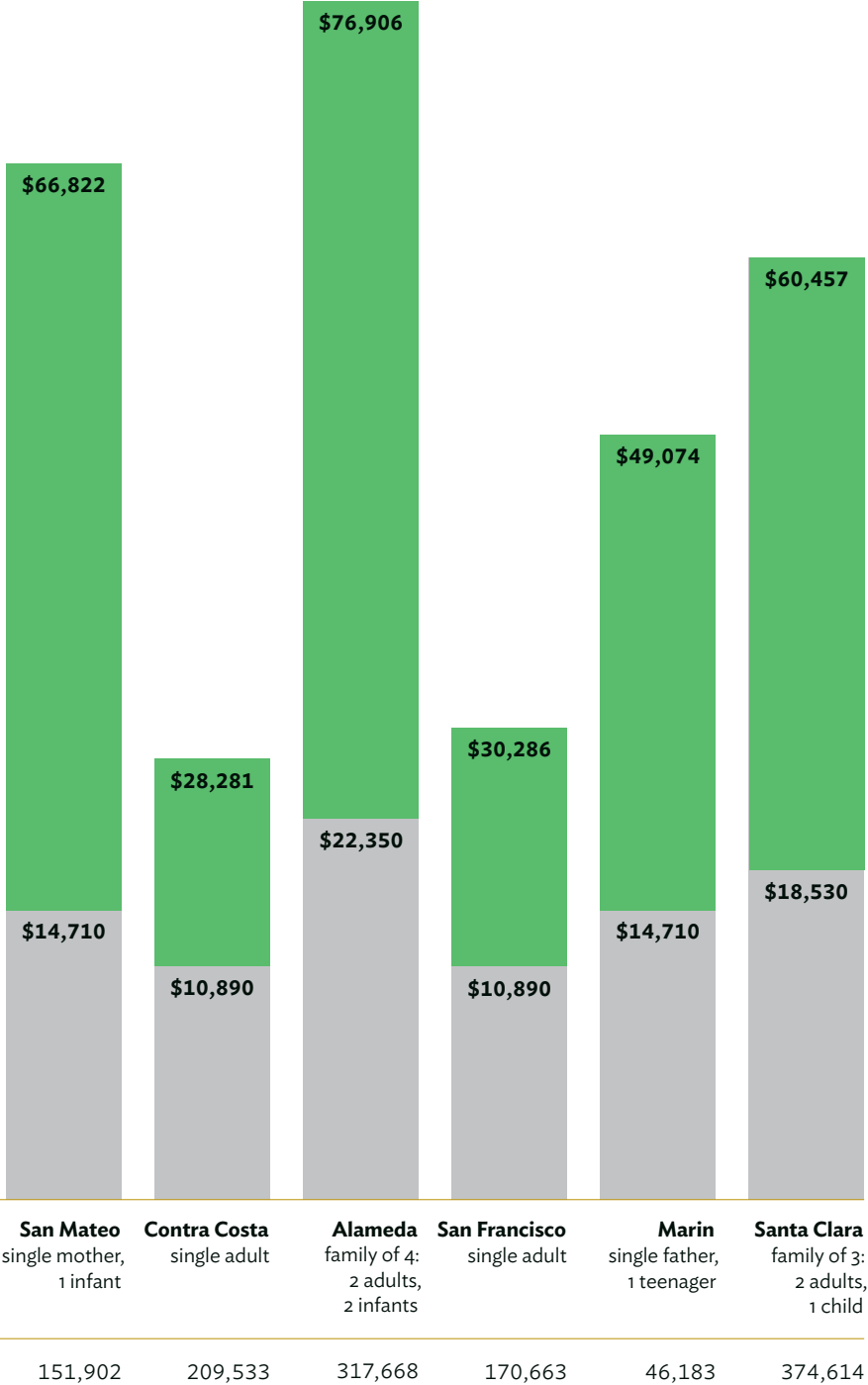
(N) NORTH BAY (S) SOUTH BAY (E) EAST BAY (SF) SAN FRANCISCO

Bay Area
Self-Sufficiency
Standard

2011 Federal
Poverty Line

Family
Composition

People Who Can't
Meet Their Basic
Needs (by county)



When we say “poverty,” here’s what we mean ...

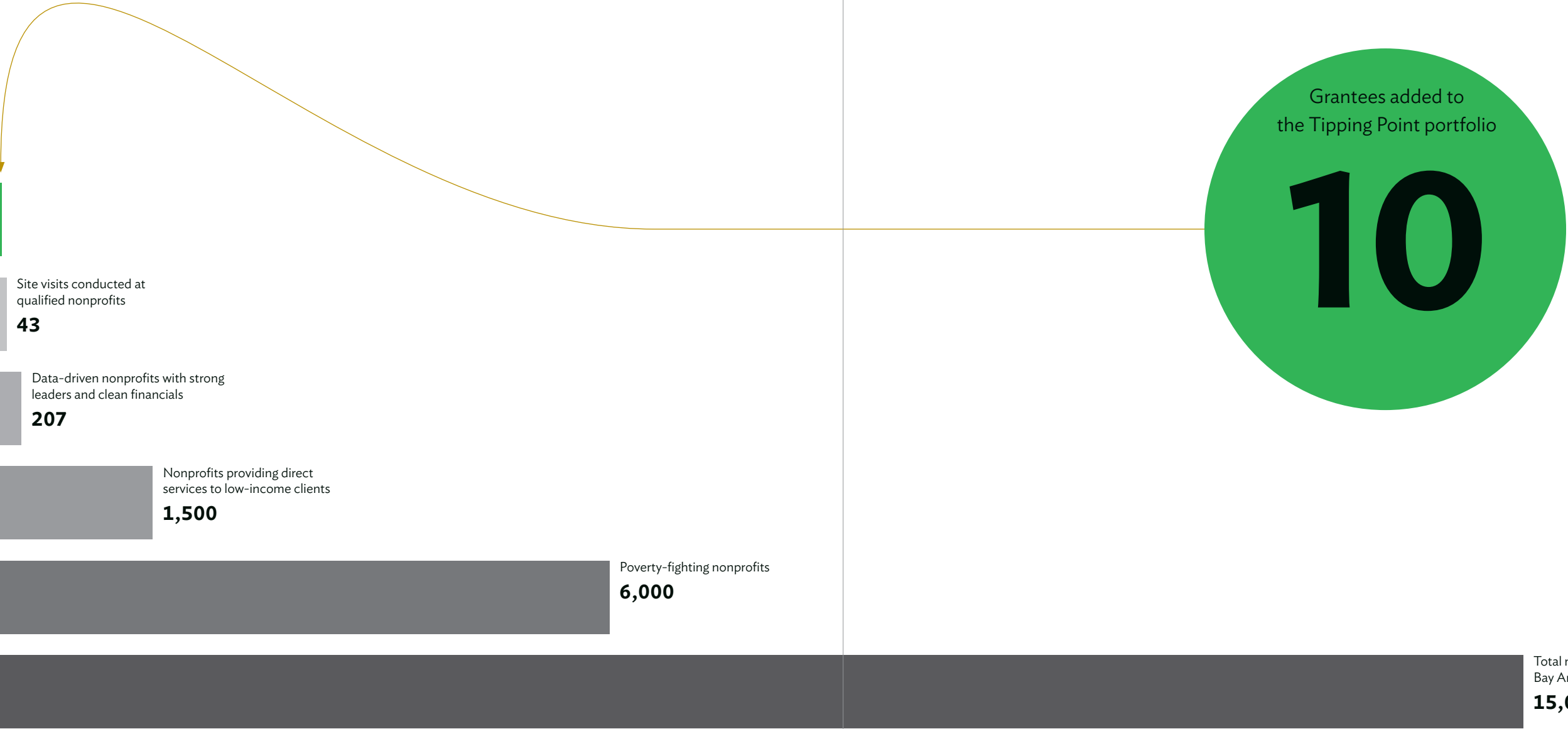
By federal guidelines a family of four earning less than \$22,350 per year is poor. But when you consider what it costs to survive in the Bay Area, those numbers just don’t add up. There are 1.3 million people in the Bay Area who can’t meet their basic needs—we are fighting for them.

SELF-SUFFICIENCY STANDARD	
ALAMEDA - FAMILY OF 4	
EXPENSE TYPE	MONTHLY COST
HOUSING	\$1,366.00
CHILD CARE	\$2,095.00
FOOD	\$782.00
TRANSPORTATION	\$265.00
HEALTH CARE	\$442.00
MISCELLANEOUS	\$495.00
TAXES	\$1,230.00
EARNED INCOME TAX CREDIT	\$0.00
CHILD CARE TAX CREDIT	(\$100.00)
CHILD TAX CREDIT	(\$167.00)
SELF-SUFFICIENCY WAGE	
HOURLY PER ADULT	\$18.21
MONTHLY	\$6,409.00
ANNUALLY	\$76,906.00

Grantee Organization	Areas Served				Grantee Since	FY12 Bay Area Budget (\$)	FY12 General Operating Grant	Key Metrics
1 Aspire Public Schools		(S)	(E)		2010	\$ 26.7M	\$ 518,000	100% of budget
2 BELL	(N)	(S)			2012	\$ 0.8M	\$ 250,000	On average
3 BUILD		(S)	(E)		2006	\$ 2.3M	\$ 200,000	80% of budget
4 Eastside College Preparatory School		(S)			2011	\$ 5.5M	\$ 150,000	80% of budget
5 Fresh Lifelines for Youth		(S)			2006	\$ 2.6M	\$ 225,000	In San Francisco
6 Gateway to College			(E)	(SF)	2012	\$ 1.0M	\$ 270,000	Despite challenges
7 KIPP Bay Area Schools		(S)	(E)	(SF)	2006	\$ 23.7M	\$ 500,000	75% of budget
8 Next Step Learning Center			(E)		2007	\$ 0.4M	\$ 60,000	75% of budget
9 Reading Partners	(N)	(S)	(E)	(SF)	2008	\$ 3.0M	\$ 300,000	87% of budget
10 Rocketship Education		(S)			2011	\$ 22.4M	\$ 300,000	85% of budget
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12 The Bread Project			(E)		2012	\$ 1.2M	\$ 100,000	81% of budget
13 Center for Employment Opportunities			(E)		2012	\$ 0.2M	\$ 100,000	Over 1 year
14 JobTrain		(S)			2012	\$ 4.8M	\$ 100,000	Of the budget
15 Mission Asset Fund	(N)	(S)	(E)	(SF)	2012	\$ 1.0M	\$ 100,000	0% of budget
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23 WAGES	(N)	(S)	(E)	(SF)	2010	\$ 0.9M	\$ 125,000	Increased
24 Year Up		(S)		(SF)	2009	\$ 4.3M	\$ 275,000	Four months
25 Compass Family Services				(SF)	2007	\$ 7.7M	\$ 200,000	287 Children
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							Total General Operating Grant \$ 7.1M Management Assistance \$ 0.9M One-Time Investments \$ 3.2M Mental Health Initiative \$ 0.8M	* Does not include ** Funded in FY12 Numbers which do not
Total					Total FY12 Grantmaking*	\$ 12.0M		

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.



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					Mental Health Initiative	\$ 0.8M		Numbers which do
Total					Total FY12 Grantmaking*	\$ 12.0M		

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.

2 BELL							NEW
6 Gateway to College							NEW
12 The Bread Project							NEW
13 Center for Employment Opportunities							NEW
14 JobTrain							NEW
15 Mission Asset Fund							NEW
17 Opportunity Junction							NEW
30 SHELTER Inc.							NEW
33 Center for Youth Wellness							NEW
37 Sunny Hills Services							NEW

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10 Rocketship Education		(S)			2011	\$ 22.4M	\$ 300,000	85% of
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13 Center for Employment Opportunities			(E)		2012	\$ 0.2M	\$ 100,000	Over 1
14 JobTrain		(S)			2012	\$ 4.8M	\$ 100,000	Of the
15 Mission Asset Fund	(N)	(S)	(E)	(SF)	2012	\$ 1.0M	\$ 100,000	0% defa
16 New Door Ventures				(SF)	2007	\$ 4.3M	\$ 225,000	69% of
17 Opportunity Junction			(E)		2012	\$ 1.2M	\$ 75,000	Placed
18 Rubicon Programs Inc.			(E)		2006	\$ 13.9M	\$ 300,000	Placed
19 Single Stop	(N)	(S)	(E)	(SF)	2010	\$ 1.7M	\$ 200,000	Bay Ar
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21 Swords to Plowshares			(E)	(SF)	2011	\$ 8.4M	\$ 100,000	78% of
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26 First Place for Youth			(E)	(SF)	2006	\$ 10.9M	\$ 300,000	90% of
27 Homeless Prenatal Program				(SF)	2006	\$ 5.1M	\$ 250,000	87% of
28 InnVision Shelter Network		(S)			2008	\$ 9.0M	\$ 300,000	Provide
29 Larkin Street Youth Services				(SF)	2011	\$ 14.6M	\$ 125,000	89% of
30 SHELTER Inc.			(E)		2012	\$ 8.3M	\$ 100,000	81% of
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					Mental Health Initiative	\$ 0.8M		
Total					Total FY12 Grantmaking*	\$ 12.0M		

1. For prospective grantee x, consider key organizational outcomes and calculate:

$$\left(\frac{\sum_{\text{period} = 1}^{\text{productive work years}} \frac{\text{Annual income of x's clients} - \text{Annual income of counterfactual individuals}}{(1 + \text{discount rate})^{\text{period}}}}{\text{Number of x's clients}} \right) = A$$

2. If A is \geq a value that represents a meaningful reduction in poverty and if strong leadership, clean financials and desire to continually improve are present, then INVEST.

3. MEASURE, IMPROVE, REPEAT

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.

EDUCATION + YOUTH

Grantee Organization	Areas Served				Grantee Since	FY12 Bay Area Budget (\$)	FY12 General Operating Grant	Key Metrics
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5 Fresh Lifelines for Youth		(S)			2006	\$ 2.6M	\$ 225,000	In San
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Total					Total FY12 Grantmaking*	\$ 12.0M		

(N) NORTH BAY (S) SOUTH BAY (E) EAST BAY (SF) SAN FRANCISCO

(S) FUN

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.

CORPORATE PARTNERS

2600hz
The Abernathy MacGregor Group, Inc.
BuildingBlox Consulting
Burberry
The CAC Group
Cisco Systems
Credit Suisse
Deloitte
Fenton
fuseproject
Gibson, Dunn & Crutcher LLP
Hewlett-Packard Company
Jawbone
Kidder Mathews
Korn/Ferry International
Latham & Watkins LLP
McKinsey & Company
NBBJ
Plant Construction Company
Tom Eliot Fisch
VolunteerMatch

5 Fresh Lifelines for Youth

“Some of FLY’s most significant transformations are a direct result of Tipping Point’s support—our strategic plan, a database to track our results and standardized trainings for our staff. They even connected us with NBBJ 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.”

CHRISTA GANNON, Executive Director, Fresh Lifelines for Youth (FLY)

16 New Door Ventures

“Consulting money is so precious. Tipping Point has connected us to phenomenal fundraising and mental health professionals who have helped our board and staff sharpen their skills and do the work better. As a result, we’ve more than doubled our fundraising and strengthened our impact.”

TESS REYNOLDS, CEO, New Door Ventures

KATIE ALBRIGHT, Executive Director, San Francisco Child Abuse Prevention Center

“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’re really good at—working one on one with families and taking care of kids.”

36 San Francisco Child Abuse Prevention Center

EDUCATION + YOUTH

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EMPLOYMENT

12 The Bread Project			(E)		2012	\$ 1.2M	\$ 100,000	81% of
13 Center for Employment Opportunities			(E)		2012	\$ 0.2M	\$ 100,000	Over 1
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21 Swords to Plowshares			(E)	(SF)	2011	\$ 8.4M	\$ 100,000	78% of
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24 Year Up		(S)		(SF)	2009	\$ 4.3M	\$ 275,000	Four m

HOUSING

25 Compass Family Services				(SF)	2007	\$ 7.7M	\$ 200,000	287 Co
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FAMILY WELLNESS

31 Bayview Child Health Center				(SF)	2007	\$ 1.0M	\$ 100,000	Provide
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One-Time Investments \$ 3.2M
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Numbers
which do

Total

Total FY12 Grantmaking*

\$ 12.0M

(N) NORTH BAY (S) SOUTH BAY (E) EAST BAY (SF) SAN FRANCISCO

(S) FUN

Client Name	First Generation in College	Living-Wage	Stable Housing	Active + Healthy	Notes
1 Alana	x				"What is this magical thing called science?" Alana asked on her first day at Aspire in 5th grade
2 Frankie	x				Spent seven summers in BELL – first a scholar, then a volunteer and now a tutor
3 David	x				No afterschool activities until BUILD; co-founded Flavelopes, a company that sells flavored envelopes
4 Vanessa	x				Mount Holyoke College graduate pursuing her dream of becoming a principal in East Palo Alto
5 Darshaie		x		x	Got off probation for good and now works as an office manager and medical assistant
6 Anthony	x				Doubled his GPA while earning both high school and college credits in Gateway to College
7 Isis	x				After interning with Assemblyman Joe Coto, she wants to study Poli-Sci and become a police officer
8 Ismael		x			"Education is everything. My GED is one step toward becoming a computer technician," said Ismael
9 Mary Esther	x				Discovered that she was a kinesthetic learner by acting out stories and shot to the top of second grade
10 Daniela	x				Started third grade two grade levels behind in reading and finished fourth grade one level ahead
11 Barbara	x				Part of the 1% of foster youth nationally to graduate college; now working toward her MSW
12 Jodi		x			Commuted over 50 miles to job training every day and now holds a steady position at Jamba Juice
13 Louis	x				Left high school to help support his family, but found no jobs; working toward GED and college
14 Edgardo		x			Left the night shift washing dishes at Google for full-time construction work making \$18/hr plus benefits
15 Maria			x	x	After helping her family recover from foreclosure was able to save and buy a home in Richmond
16 Debbie		x			Unmotivated academically until her internship at Mission Pie inspired her to go to culinary school
17 Erika		x			Was living in her garage in deep depression, but emerged to start fresh with her newborn son
18 Athea		x	x	x	Fired in 2008 due to substance abuse; now sober and recently promoted at small business in Richmond
19 Sarah					Single mom and teacher struggling to cover childcare; now saves over \$6K/yr with access to tax credits
20 Rudy		x			Unfulfilled as parking lot attendant; now loves his job at Chevron and coaches his son's soccer team
21 Bill			x	x	Intermittently homeless until 2010; now leads a peer support group at the Vet Academy in the Presidio
22 Radouane		x			IT engineer who immigrated from Morocco and drove cab to survive; now works at Fortune 500 company
23 Lilli		x			Worked with harsh chemicals and earned little cleaning homes; now a part owner of green business
24 Dominique		x			Had few opportunities before interning at Salesforce.com; is now junior IT systems administrator there
25 Ivory		x	x		Once a homeless teen mom, today the children's activities coordinator at Compass and a homeowner
26 Conleysha	x		x		Never fit in as the one girl in her foster home, now confidently earning degree in broadcast journalism
27 Carla	x	x	x	x	Pregnant and addicted at 17; today directs child welfare program and is raising her kids to go to college
28 Steve			x	x	Self-made millionaire whose drug use led to homelessness; now sober and employed helping others
29 Jerry			x	x	Ran away from abusive parents as a teen; now has GED and is enrolled in art classes
30 Lisa		x	x		Homeless at age 15; today is a bookkeeper, reliable parent and on the SHELTER, Inc. board of directors
31 Monisha				x	Former foster youth and young mom struggling with anxiety; now bonded with her child and in college
32 Arleth	x	x		x	Immigrated from Mexico and fell behind in school; now helps others in the Canal area gain job skills
33 N/A					Opening its doors in January 2013!
34 Ana				x	Abandoned by her mother as an infant, but with help of one preschool aide, got ready for kindergarten
35 Tyechia		x	x	x	Dental assistant, who, after being on CalWorks for nine years, no longer receives any public benefits
36 David			x	x	Single dad who took son to emergency shelter; has finished school, works full time to keep apartment
37 Abby			x	x	Had 22 foster placements and dropped out of school by age 15; now thriving at Laney College

Thank you for allowing us to turn your good intentions into life-changing results.

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JAMES WILLCOX,
Aspire Public Schools

“We concluded a strategic communications project that was funded with an extra grant from Tipping Point and it is going to change the way we engage with our communities.”

“Thanks to Tipping Point’s support, Aspire teachers received the only 1% raise they’ve had since 2007.”

“You don’t walk into a restaurant and say, ‘I’m willing to pay for the food, but not for the chef, the waiter or the other people whose hard work went into preparing and serving it.’ Tipping Point trusts us and they believe in us; they are willing to fund the essential structures that make our program-ming great.”

JANE FISCHBERG,
Rubicon Programs, Inc.

XOCHITL SANCHEZ-ZARAMA,
Guardian Scholars

SCOTT DONOHUE,
Year Up

SAM COBBS,
First Place for Youth

“The flexible general operating support Tipping Point provides is invaluable. It allows us to be innovative; it allows us to try to improve the services we have for young people.”

“We have vision, they give us the strategy and they help us accomplish the work that we need to do.”

“This is cutting-edge philanthropy. Tipping Point is different. They know we’re effective. They want to know what we need so they can help make us even stronger.”

TOM WILSON,
Canal Alliance

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.

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Total General Operating Grant Management Assistance One-Time Investments Mental Health Initiative						\$ 7.1M \$ 0.9M \$ 3.2M \$ 0.8M		* Does not ** Funded in Numbers which do
Total						Total FY12 Grantmaking*	\$ 12.0M	

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Management Assistance \$ 0.9M
One-Time Investments \$ 3.2M
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Total						Total FY12 Grantmaking*	\$ 12.0M	

(N) NORTH BAY (S) SOUTH BAY (E) EAST BAY (SF) SAN FRANCISCO

Ted Barbeau Rabbi Michael Barenbaum Chris Barideaux Nicole and Michael Barker Katherine Barnard The Barry Family Jennifer and Nick Bartle Vicki and Edward Bass Neill Bassi Kelly Bathgate Caryn Baudoux Bayshore Global Management Meg Beaudet Darren Bechtel Emily Beck Kristen Beck Robert J. Begley Reed Bement Annie Berry Jennifer and Todd Bielawski Martina Bill Benjamin Black Jim Black Marc Blakeman Jason Blatter Hannah Blitzer Mara Blitzer Merav Bloch Zachary Blume Thomas Boardman Emily Bobel Jennifer Boffi Jenny and Travis Bogard Julie Bohannon Christine Bohle Danny Bowman Deborah Boyer Jeri Bracey Sam Brasch Jon Brelig Sean Bricmont Cortney Bro Heather and Anthony Brookfield Claire Browder Edward Brown Tyler Brown Wendy-Lynn Brown Matthew Brumberg Ryan Brumberg Brigitte Brunner Heather Bryce Lynn B. Bunim Paula and Ted Burke Carolyn Burnett Burns & Associates Enies Burton Elizabeth Button Lee Bycel Brian Byers Joseph Caccamo Art Caisse Justin Caldbeck Roderic Cambell	Sharon Campbell Amy Candido Kristin Carbray Jamie Carlson Christianne Carney Casey Carr James Carriere Effie Casella Dylan Casey Jenny Casey Aimee Caton Payal and Harpreet Chadha Jessie Chamberlin Sarah Chandler and Matt Theobald Annabel Chang Hyun Kun and Soon Jung Chang Celena Chen Ivy Chen Cece Cheng Rachel Chibidakis Denise Chilow Kate Christiaanse Claire Cichy Paul Cifka Christopher Clark John Clauss Lance Clemons John Clifford Abbie Coffee Carrie Coffee Andy Cohen David Cohen Mike Cohen Travis Cohen Stacy Colby-King Deborah Colitti Lisa Congdon Mimi Connery Eloise and Ryan Connolly Greg Consiglio Blake Conway Anne Cook and Jeremy Solterbeck Margaret Cooley Fernando Corredor Rose Costello Pamela Covington Maryann and Bill Coyne Rebecca Gwynne Craig Robert Crea Valerie Crocitto Robert Cromwell Elizabeth Curtis Cate Czerwinski and Aaron Best Jan D'Alessandro Jill D'Alessandro Christie Dang Alexandra Daniels Angela and Daniel D'Arcy Amy and Scott Darling Justin Davidson Alisa Davis	Rafael C. Davis Abby and Ross Davisson DBL Investors Alan Deal and Kevin Grawey Amy Deck James Deitrich Kevin Delaney Stefanie Demong Jennifer and Mario DiPrisco Raquel DiSabatino Molly Hanks Doyle Emily Dreblow Jonaca and William Driscoll Katie Duffy Matt Duffy Patsy Dugger and Isaac Newton Meredith Dunn Morgan and Bryan Duquette Kathryn Duryea Jim East Timothy Edge Lisa Edwards Jamie Edyvean Lisa Ehrlich Allison and Jesse Eisenhardt Erik Elder Jamison Ely Evan Epstein Susan Epstein Ryan Erickson Maria Esteve Laurie Fabiano and Joe Della Fave Mathea Falco and Peter Tarnoff Kanin Falk Maria Falls Luke Farley Liz and Mark Farrell Susan and Leland Faust Lea and Carl Feinstein Lauren Fennema Emily Arnold Fernandez Rob Fetherstonhaugh Camilla and Matthew Field Nancy Field and Kyle Anderson Tyler Fields Stephen Finno Jane Fischberg Arthur B. Fisher Andrea Fitanides Jennifer Flannery Matt Fluke FMC Kimberly Ford Joshua Forman Jennifer Forster Chris Fortescue Erica and Greg Fortescue Jeffrey Fraenkel and Alan Mark Courtney Frager Jean Francese Jeremy Frank Bryce Fraser
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Fresh SF Jennifer Friedland Mali Friedman Eric Frothingham Nicolas Fuentes Ane and Chris Gardner Rita Garg Alicia Gavello Martin Gedalin Drue and Art Gensler Amanda Gerrie Elizabeth Gerstung Tim Getz Jesse Gillette Suzanne and Robert Gilley John Gillman Alexis Ginas Pamela and Paul Ginocchio Sebastian Gladney Leslie Glaser and Ben Kjome Dave Glazer David Goldblatt Anthony Goldbloom Alisa Golson Seth Gondek Joanna Gonsalves Melinda Gonzalez Emilie Gordo Adam Gothelf Charles Gough Christell Grace Mercedes Grandin Granite Chief Philanthropic Fund Lindsey Gravelle Joan Graves Katharine and David Greenbaum Alison and Jerry Greenberg Haley and Craig Grevelding Daniela Greville John Griffin Brian Gulotta Kristin Hagan Annie Hagbom Rosalind Hain Nassim Hakim Marissa Halbrecht Katie Hall and Tom Knutsen Nicola Hall and Stephens Moody Colby Hallen Doris and Claude Ham Marcie Hamilton Andre Hamrah Lindsay and Hunt Hanover Susan Rickard Hansen Timothy Harmon Christine and Chris Haroun Jennifer Harris Jordan Harris Louis Harrison Elizabeth Hart Kim Hart Lindsay and Jeff Jurow Andrew Hartman	Dave Hauser Jacqueline Hawk Daniel Hayes Hollie Haynes Caroline Hayward and Robin Brinckerhoff Rita Hearon Danielle Hedden Erin Hedley Laura Henry Mary and William Henson Brooks Hering Jonathan Hering Jennifer Herman Pamela Herzig John Hession Bree Heyne Eden Hildebrand Richard Hoblock Parker Hobson Jason Hoffman Sarah Hoffman Kursten Hogard Kelly Hohla and Scott Standridge Tawny Holguin Stephanie Holm Hamilton Holt Simon Hong Catherine Hopkins Nathaniel Houghteling Todd Hovey Janet Howell Anthony Hsieh Shih-Wen Hsu Elaine Hudson Paul Huelskamp Jenna Liddell Hunt and Bryan Hunt Mara and Matt Hunt Matt Hunter Fran and Don Huston Jared Hyatt Morgan Irving Seth Israel Kate Israels Isthmus Industries Katherine and David Jamieson Bixby Jamison Bobby Jaros Sujay Jaswa Jay Jeffers and Michael Purdy Jennifer Jerde Zem and James Joaquin Carin Johnson Don Johnson Mary and Brent Johnson Michael Johnson Bill Johnston Tobias Jordan Shashank Joshi Charu Juneja Lindsay and Jeff Jurow Dustin Kahler	Ian Kalman Nancy Kamerer Abiah Folger Karthausen and Colin Karthausen Anna Keaney Brendan Keenan Jennifer Kelly Kate Kelly Jenny Kempenich Aaron Kennedy Tracy Keyser James Kim David Kimmel Mary and Peter Klabunde Suzanne McKechnie Klahr and Josh Klahr Lauren Klapper Niko Klein Anders Klemmer Kimberley Klinedinst Elizabeth Knopf Laura Kreitler Eric Kroll Laura Kroneberger Tim Kueht Darren Kuiper Alexander Kvamme Michael Lake Gerard Lambert Heather Larkey Jennifer Larsen Alvin Lau Carol and Herb Lau Molly Laub Caitlin Law J'aime Law Ethan Leavy and Matthew Kernkraut Courtney Lechner Libby Leffler Lisette and Greg Lehman Sarah Lent Naomi and Rob Leonard Patricia Leung Madeline Levine and Lee Schwartz Zdenka Levy Andrew Lindsay Dana Linker and Rich Steele Michelle and Bryan Lipa Hilary and Drew Lipner Ling Woo Liu Xiang Liu Kristofor Lofgren Boris Logvinsky Claudia Lombana Julie Loza Tim Luceno Patsy and James Ludwig Genevieve Lydstone Adam Lynch Whitney Lynch Jonathon Lyn-Shue
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\$12M Thank you

Grantee Organization	Areas Served			Grantee Since	FY12 Bay Area Budget (\$)		FY12 General Operating Grant	Key Metrics
1 Aspire Public Schools		(S)	(E)		2010	\$ 26.7M	\$ 518,000	100% of
2 BELL	(N)	(S)			2012	\$ 0.8M	\$ 250,000	On average
3 BUILD		(S)	(E)		2006	\$ 2.3M	\$ 200,000	80% of
4 Eastside College Preparatory School		(S)			2011	\$ 5.5M	\$ 150,000	80% of
5 Fresh Lifelines for Youth		(S)			2006	\$ 2.6M	\$ 225,000	In San
6 Gateway to College			(E)	(SF)	2012	\$ 1.0M	\$ 270,000	Despite
7 KIPP Bay Area Schools		(S)	(E)	(SF)	2006	\$ 23.7M	\$ 500,000	75% of
8 Next Step Learning Center			(E)		2007	\$ 0.4M	\$ 60,000	75% of
9 Reading Partners	(N)	(S)	(E)	(SF)	2008	\$ 3.0M	\$ 300,000	87% of
10 Rocketship Education		(S)			2011	\$ 22.4M	\$ 300,000	85% of
11 SF State Guardian Scholars Program				(SF)	2007	\$ 0.4M	\$ 110,000	90% re
12 The Bread Project			(E)		2012	\$ 1.2M	\$ 100,000	81% of
13 Center for Employment Opportunities			(E)		2012	\$ 0.2M	\$ 100,000	Over 1
14 JobTrain		(S)			2012	\$ 4.8M	\$ 100,000	Of the
15 Mission Asset Fund	(N)	(S)	(E)	(SF)	2012	\$ 1.0M	\$ 100,000	0% def
16 New Door Ventures				(SF)	2007	\$ 4.3M	\$ 225,000	69% of
17 Opportunity Junction			(E)		2012	\$ 1.2M	\$ 75,000	Placed
18 Rubicon Programs Inc.			(E)		2006	\$ 13.9M	\$ 300,000	Placed
19 Single Stop	(N)	(S)	(E)	(SF)	2010	\$ 1.7M	\$ 200,000	Bay Ar
20 The Stride Center			(E)		2009	\$ 2.4M	\$ 150,000	Of 313
21 Swords to Plowshares			(E)	(SF)	2011	\$ 8.4M	\$ 100,000	78% of
22 Upwardly Global	(N)	(S)	(E)	(SF)	2010	\$ 0.8M	\$ 125,000	In first
23 WAGES	(N)	(S)	(E)	(SF)	2010	\$ 0.9M	\$ 125,000	Increas
24 Year Up		(S)		(SF)	2009	\$ 4.3M	\$ 275,000	Four m
25 Compass Family Services				(SF)	2007	\$ 7.7M	\$ 200,000	287 Co
26 First Place for Youth			(E)	(SF)	2006	\$ 10.9M	\$ 300,000	90% of
27 Homeless Prenatal Program				(SF)	2006	\$ 5.1M	\$ 250,000	87% of
28 InnVision Shelter Network		(S)			2008	\$ 9.0M	\$ 300,000	Provide
29 Larkin Street Youth Services				(SF)	2011	\$ 14.6M	\$ 125,000	89% of
30 SHELTER Inc.			(E)		2012	\$ 8.3M	\$ 100,000	81% of
31 Bayview Child Health Center				(SF)	2007	\$ 1.0M	\$ 100,000	Provide
32 Canal Alliance	(N)				2007	\$ 2.8M	\$ 200,000	Compl
33 Center for Youth Wellness				(SF)	**2012	\$ 0.8M	\$ 150,000	Coming
34 Good Samaritan Family Resource Center				(SF)	2007	\$ 1.9M	\$ 100,000	75% of
35 Ravenswood Family Health Center		(S)			2010	\$ 13.1M	\$ 175,000	Served
36 San Francisco Child Abuse Prevention Center				(SF)	2009	\$ 3.9M	\$ 125,000	Mothe
37 Sunny Hills Services	(N)		(E)		2012	\$ 7.8M	\$ 75,000	70% of
Total General Operating Grant Management Assistance One-Time Investments Mental Health Initiative						\$ 7.1M \$ 0.9M \$ 3.2M \$ 0.8M		* Does not include ** Funded in Numbers which do
Total					Total FY12 Grantmaking*		\$ 12.0M	

Stephanie Lyras
Candice Macario
Emily MacDonald
Alex Mack
Caryn Macri
Kevin Mahaffey
Susan and Jay Mall
Jules Maltz
Brittany Maly
Craig Mangan
Lisa Manter and Rohan Talip
Connie and Haig Mardikian
Hillary Marino
Emily and Christopher Marlowe
Michael Martello
David Martin
Jennifer Martins
Kris Marubio
Pedro Mascaró
Scott Matagrano
Chris Matute
Philip Mauritz
Sola Maya
Josh McAdam
Jason McBriarty
Sarah McBride
John McDermott
Colleen McGee and Dan Brown
Kelly McGonigle
Megan McKinley
Taylor McKinley
Adelaide McKinney
Caitlin McMahon
Betsy McMullin
Moses Mederos
Amit Mehgzer
Jeff Menashe
Janey Michaelsen
Thespina Michelakis
James Michels
Microsoft Matching Gifts Program
Chris Milam
Denitsa Milanova
Matthew Miller
Philip Miller
Seth Miller
Tracie and Jay Miller
Sandy and Hal Miller-Jacobs
Katherine Mindel and Tripp Jones
Kris Miszler
Ann Mitchell
Kerrin Mitchell
Brett Mock
Sarah Montoya
Gordon and Betty Moore Foundation
Karina Moreno and Joel Gonzales
Kate and Ames Morison
Alexandra Moser
Michael Mullally
Jennifer Munak

Dana Murray
Kiel Murray
Seth Murray
Christina and Rene Nam-Hee
Elizabeth Narde
Danielle Nash
Rich Nepomuceno
Ellen and Walter Newman
Jeffrey Niblack
Liz Nichols
Clarissa Nicosia
Alexandra Niederauer
Fiffi Nilsson
Nomura Securities
Lauren and Matt Nussbaum
Kasey O’Connell
Erin and John O’Hara
Sarah Ohle
Gina and Chris Olsen
Alan Omand
Amy and Cory Omand
Taryn O’Neill
Alexandra Ordowskij
Scott Orn
Susan Orosz
Cheryl Orr
Molly Osborn and RC Hildebrand
Eliza Osborne
Kate O’Sullivan and Kurt Bauer
Mary Jane Otto
Jamie Ousman
Maryly Ousman
Holly and Steve Overman
Marc Paletta
Blair Palmer
Allison Pardee
Paymon Parsia
Joanne Pasternack
Kata Patton
Anh Payton
Regina Perham
James Perkins
Sonja Perkins
Mark Perutz
Christy and Jon Peterson
Tom Pickard
Steve Pickering
Heather Piper
Christina Pitts
Karen and Jon Pitts
Melissa Pitts
Teresa and Michael Pitts
Joshua Piuma
Mary and Bill Poland
Ann Poletti
Robert Pollak
Maria E. Porras
Becky Porter
Carolyn Press
Vanessa Merino Prieto
Rodman Primack
Josh Proctor
Zach Prowda

Nancy Prowitt
Kevin Puil
Thomas Purdy
Anne and Steve Puricelli
Robert Purvis
Cara Quibell
Kim Qvale
Gary Rabkin
Danny Raja
Priya and Ashok Raju
Robert Scott
Chris Rathbun
Tatem and Morgan Read
Bret Recor
Nick Reggars
Brian Reilly
Gwenn Ellyn Rein
Amy Reinhorn
Jeannette Revel-Mauro and Tancredi Mauro
Joshua Reynolds
Teresa and Timothy Reynolds
Anna Richardson
Bradford Richardson
Heather Richardson
Mike Righetti
Arielle Ring
Julie Ritchey
Richard Ritzel
Cameron and David Rivinus
Ghufuran Rizvi
Shannon Rodelander
Nyla Rodgers
Liz and Bill Rodoni
Dana Ross Rogers and Todd Rogers
Katherine Rogers
Leigh Rogers
Kristy and Zack Rogers
Jonathan Roman
Marilyn and Lee Rosenbaum
Aliisa Rosenthal
Kristen Rosseau
Amy Rothstein
Joanie and Jesse Rothstein
Oliver Roup
Shannon Rovnak
Beth and Jonathan Rutchik
Holly and Marc Ruxin
Heidi Ryan and Mike Araiza
Kerianne Ryan
Pat Ryan
Susan Sack
Praful Saklani
Salesforce.com Foundation
Theresa Sandholdt
Jocelyn and David Sandler
Deborah Santana
Rahmin Sarabi
The Sargeant Family
Jan and David Sargent
Michael Saunders
Jordan Savage
Joseph Scanlon
Nicole Scarborough

Wendy and Henry Scarisbrick
Maria Schell
Anthony Schiller
Barbara and George Schlesinger
Amy Schmerl
David Schneider
Amy and Harry Schoening
Jennifer Schoolfield
Aaron Schweifler
Robert Scott
Elizabeth Scully
Ameilia Sechman
Farnoosh Seifoddini
Audrey Seybert
Alexa Shankles
Leo J. Shapiro and Associates
Emily Shepard
Justin Shreve
Eric Silman
Kristin Simcox
Gail and Bud Simpson
Shawn Simpson
Kara Singleton
Erin Sink
Julie Skaff
Narda and Andy Skov
Ashley Smith
Gay and Archibald Smith
Suzanne Smith
Roger Snyder
Allison and Dave Solomon
Rachel Souki
Christina Spaulding and George Berridge
Nicolas Spicer
Phil Spiegel
William Spina
Robert Spiro
Paige Sprincin
Jeff Squires
Frances Stark
Kathleen Stark
Bridget Starkey
Elenitsa Staykova
Ethel and David Steinberger
Julia Stenson
Lane Stephens
Beth and Brian Stetter
Elizabeth Stevens
Elizabeth and James Steyer
Megan Storey
The Stout Family
Kelly and Scott Stratman
Kirsten Strobel
William Studebaker
Jill Sturm
Philippe Suchet
Laura Sullivan
Beth and Stephen Sutro
Mimi and Steve Swank
Matt Swanton
Michelle Tandler
Lies Tarpley
Katherine Tassi

Drew Taylor
Idan Tepman
Nadine and Alex Terman
Barbara Terrell
Laura and Blake Thibault
Margaret Thompson
Susan and Paul Tierney
Allison Tom
Carol Toppel
Andrew Torre
Charlotte and Doug Tracy
Becky Trinh
Becca Truitt
Cindy and Rob Truitt
Catherine Tunney and Gavin McDowell
Ken Turner
Virginia and Greg Tusher
Tuesday Uhland
Julia Umnov
Rebecca and Mark Unter
Scott Uyeda
Jared Vandercook
Pete Van Dorn
Tom Van Dyck
Carl Van Haren
Victoria van Roijen
Emilie Vasu
Jehan Velji and Eric Cicourel
Sara and Conrado Vellve
Sierra Versaggi
Julia Violich
John Vipiana
Lana Volftsun
Michael Vollmer
Cady Vortmann
Tedi Vriheas
Chip and Courtney Wadsworth
Mandy Walis
Mallary and Jonathan Walker
Brendan Wallace
Bret Wallace
Jan Warnock
Patricia Wassman-Law
Betty Weaver
Genevieve Weber
Jesse Wedler
Jocelyn Weiler
Anna Weinberg
Elana and Daniel Weinberg
Eduardo Weinstein
Lauren Weinstein
Marianna Weis
Michael Weisenberger
Palmer Weiss Interior Design
Abby and Mike Welch
Jeremy Wenner
Christi Wharton
Amy Whiteside and Arthur Haubenstock
William Wick
Janet Wilks
Wendy Willbanks
Jaclyn Williams

Jasper Williams
Sandra Williams
Avondina Wills
Kurt Wilms
William Winkelstein
Franklin Winokur
Marc Wolfe
Katherine Woo
Kevin Wright
Jennifer Wu
Thu Zar Wynn
Kate and Josh Wyss
Grace Yang
Clinton Yara
Frank Yellin and Mark Showalter
Rebecca Youngs
Megan Zapala
David Zierler
Dan Zoll

In Honor or Memory
Bianca and Jamie Alexander
Mary and Mark Anson
Connor Ashenbrucker
Zach Baer
Tonia and Jim Baker
Temy Barbach*
The Barber Family
Bay Grove Capital
Aaron Bell*
Jeanne and Dan Benatar
Alexandra and David Bizer
The Bloomers Staff
Maura and Brook Bowman
Daphne Boyle and Gary Sitzman
Julia and Peter Bromka
Carter Graydon Brookfield
Jenn Brown
The California Orchards Staff
Bridget Cannata
Catherine Cannata and Jim Murphy
Teresa Cannata
Tim Carter
Angie Chan
Chelsea and Mike Cherin
Virginia Cole
Suzanne and J.T. Crandall
The Dana Family
Edward and Candy DeBartolo
Nikki DeBartolo and Chad Chronister
Ruth K. Debs
Tessa DeFranco
Rachel Drobot
Betsy and Roy Eisenhardt
The Evanschen Family
Frank Farella
Ella Genevieve O'Neill Feeney
Finn Joseph O'Neill Feeney
The Fiscus Family
The Sue Fisher King Staff
Judy Fishner*
Lindsay and Matt Folk

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36 San Francisco Child Abuse Prevention Center				(SF)	2009	\$ 3.9M \$ 125,000	Mothe
37 Sunny Hills Services	(N)		(E)		2012	\$ 7.8M \$ 75,000	70% of

Total General Operating Grant \$ 7.1M
Management Assistance \$ 0.9M
One-Time Investments \$ 3.2M
Mental Health Initiative \$ 0.8M

* Does not
** Funded in
Numbers
which do

Total

Total FY12 Grantmaking* \$ 12.0M

Staci and Jonathan Friesel
The Ganter/Samuel Family
Roman Grace
Crystal, Mieke and Jennifer,
Grand-Jean Capital
Management, Inc.
Charlotte and Jeff Grodinger
Philip R. Gustlin and
Evelyn Gustlin*
Paige and Pat Healy
Scott Heldfond
Warren Hellman*
The Hinman Family
Moses M. Johnson
Sara LaBoskey*
Elizabeth and Thomas Laffont
Kelsey and David Lamond

J'aime Law
Jackie Lonaker
Ronnie Lott
Lexy and Ari Lurie
Taya Prowda Lurie
Janet MacLeod and Paul Levine
John G. Manter*
Dmitry Margolin
The Martin Family
James Martini
Marissa Mayer and Zack Bogue
Nader Meykadeh
Tiffany and Jeff Mills
Eleanor Mitsuye and Richard
Yukio Okamoto
Paulina and Lance Morrison
Dr. Ruth Hilson Pace
Katie and Matt Paige
Papa Joe*

James B. Pattison*
JaMel and Tom Perkins
Serena and Alec Perkins
Tom Perlite
Gina and Stuart Peterson
Kristina and George Phipps
Stefanie Pisarczyk
Jen Pitts
Michael Pitts*
Becca Prowda and Daniel Lurie
The Prowda Family
Sally Prowitt
Aza Raskin
Andreas Rivera
Leanne Roberts*
Victoria Robinson
Gert Rosner*
Rose Roven
The San Francisco 49ers
Foundation
Jennifer and David Scott
Scotty*
Maiya Shaw and Dan Higgins
Jane Singer
Robert L. Skaggs*
Blythe Smith
Christina Stephens

Nicholas Stephens
Kjerstine Storey*
Roselyne Swig
Swig Company Staff
Ingrid Tauber
Tipping Point Community Staff
Cindy and Rob Truitt
Melissa Wang and
Zoran Martinovic
Dody Westheimer
Katy Williams
Sheila and Mark Wolfson
Danielle and Jed York
Chris Young
Zelda Zeger*
The Zink Family
* deceased

In-Kind
2600hz
Abernathy MacGregor
Group, Inc.
Armani
Arta Tequila, LLC
Bauer
Blue Angel Vodka
BuildingBlox Consulting
Burberry
Burns & Associates
The CAC Group
Cisco Systems
Francis Coppola Winery
Crown Imports, LLC
Deloitte
Fenton Communications
fuseproject
Gibson, Dunn & Crutcher LLP
Grand Dynamics International
Hewlett-Packard
Jawbone
Kidder Mathews
Korn/Ferry International
Latham & Watkins LLP
Marine Layer
McKinsey & Company, Inc.
Meadowood
NBBJ
NetJets
Plant Construction Company
PlumpJack
Rockstar Inc.
Shooting Star
SLO VIP Services
Levi Strauss & Co.
Jennifer Tolo Pierce
Tom Eliot Fisch
Uber
Virgin America
VolunteerMatch

Board of Directors
Tony Bates
Zachary Bogue

Kate Harbin Clammer
Phaedra Ellis-Lamkins
Michael J. Holston
Chris James
Thomas Laffont
David Lamond
Ronnie Lott
Daniel Lurie, *CEO + Founder*
Katie Schwab Paige
Alec Perkins, *Chair*
Gina Peterson
Eric Roberts
Jed York
Gideon Yu
David Zierk

Leadership Council
Lesa Faulkner
David Glynn
Wyatt Gruber, *Chair*
Arno Harris
Matthew Kahn
Hosain Rahman
Dorian Stone

Advisory Council
Amy Arbreton, Ph.D.
Priya Patil, Ph.D.
Todd Rogers, Ph.D.
Jesse Rothstein, Ph.D.
Sharon Rowser, M.A.
Sara Schwartz, Ph.D.
Amy Conley Wright, Ph.D.

Staff List
Meredith Ainsworth
Nick Arevalo
Connor Ashenbrucker
Jamie Austin
Kelly Bathgate
Margaret Cooley
Rebecca Cherin
Stefanie Demong
Renuka Kher
J'aime Law
Jackie Lonaker
Daniel Lurie
Karina Moreno
Amy Omand
Jen Pitts
Elena Chavez Quezada
Blythe Smith
Becca Truitt
Melissa Wang
Katy Williams
Lindsey Yeung

Total
Clients
Served

									3,460	1
									486	2
									731	3
									300	4
									681	5
									307	6
									2,459	7
									412	8
									1,751	9
									3,767	10
									46	11
									160	12
									89	13
									6,084	14
									266	15
									133	16
									629	17
									3,219	18
									6,486	19
									392	20
									2,250	21
									267	22
									81	23
									160	24
									3,200	25
									2,023	26
									3,522	27
									3,539	28
									4,130	29
									6,517	30
									866	31
									3,634	32
									0	33
									1,777	34
									11,221	35
									2,098	36
									1,812	37

\$12M Thank you 78,937



220 MONTGOMERY STREET, SUITE 850 SAN FRANCISCO, CA 94104 T 415.348.1240 WWW.TIPPINGPOINT.ORG