



DOING GOOD &

TIPPING POINT COMMUNITY · 2013 ANNUAL REPORT



Dear Tipping Point Community,

Over the past year, statewide unemployment fell to its lowest point since 2008, standardized test scores improved and the Bay Area led in the creation of new jobs. At the same time, one in five people in our community lives in poverty.

Thanks to you, Tipping Point raised \$13.7 million last year, every penny of which will go directly to the most effective organizations working to educate, employ, house and support those in need.

In this year's report, we explore what it means to do good and to do well. If our basic needs are met, then we can lift up and plan for the future. We can look beyond ourselves and take care of those around us. If we're doing well, then we can do good. Doing good fuels us—it helps our community thrive. It's a cycle that keeps going and going.

Thank you for doing good so that others may do well.

All my best,

Daniel Lurie, CEO + Founder

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“Our family cares about getting to the root causes of inequity. As we looked to invest locally, we realized that Tipping Point not only selects the same organizations we believe in, but also has the resources and vision to effectively engage with those organizations in a way we simply can’t as a single family.”

WYATT GRUBER, Chair, Leadership Council

Doing good.

“I know firsthand the challenges that non-profits face when funders earmark their contributions or get attached to an idea of what they think is right. We love that Tipping Point believes in its grantees so much that it gives unrestricted support.”
KATIE SHARAFI, Donor



“NBBJ works with companies all around the world. By partnering with Tipping Point, we’re able to align our gift of designing spaces and experiences with our mission of building better futures for people here in our own community. We can’t get enough of it.”
LILIAN ASPERIN-CLYMAN, Partner

“Poverty is an urgent problem here in the Bay Area. We all want to invest our money in things that will last, but rarely have the time to understand what those are. I trust Tipping Point to figure out which ideas are going to be around, two years from now, ten years from now.”
HOSAIN RAHMAN, Leadership Council



“My job is to seek out great companies that are changing people’s lives. There are over 15,000 non-profits operating in the Bay Area. I know how hard it is to wade through all those opportunities and identify the ones that are having the most impact. That’s what we need to do to eradicate poverty and that’s what Tipping Point is all about.”
THOMAS LAFFONT, Chair, Board of Directors



Thank you.

We gratefully acknowledge the gifts and pledges made
between July 1, 2012, and June 30, 2013.

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Zachary Greenberg	Nick Josefowitz	Jennifer and Jason Lurie	Holly and Steve Overman	Tiffany Sams	Jen Traeger and
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Miriam Bender *

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Michael Berolzheimer
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Nikki DeBartolo and
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Siena Sabine Economou
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Another Planet Entertainment
Audi
Bauer’s Intelligent Transportation
Branagh, Inc.
Brown Forman Beverage Co.
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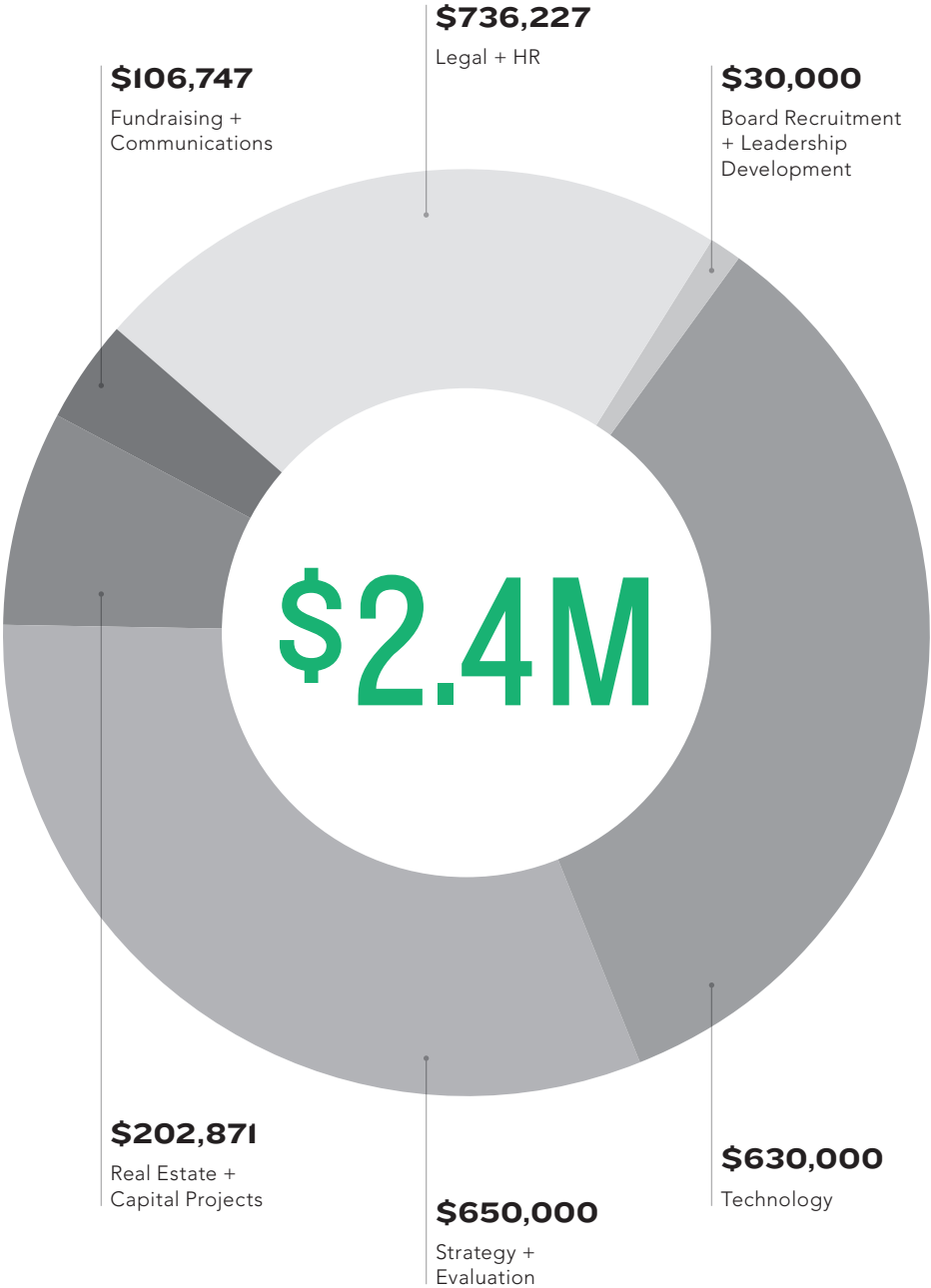
We leverage your investment. Thanks to you,
last year we raised \$13.7M, and because
our board underwrites 100% of our operating
expenses, every single penny fights poverty.

452 NEW DONORS

697 LOYAL SUPPORTERS

\$13.7M

Beyond dollars. Tipping Point builds relationships with the Bay Area’s leading companies to meet our grantees’ most critical needs. Our partners added \$2.4M worth of services and expertise, at no cost to you.



CORPORATE PARTNERS

2600hz
The Abernathy MacGregor Group
Branagh, Inc.
Burberry
The CAC Group
Coblentz, Patch, Duffy & Bass
Deloitte
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Gibson, Dunn & Crutcher LLP
Hewlett-Packard Company
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The OutCast Agency
Plant Construction Company
Recurrent Energy
Schiff Hardin LLP
Tom Eliot Fisch
VolunteerMatch
Zynga

Last year, 147 partners and 1,149 donors did good so that 88,331 others could do well.

1,296
PEOPLE DOING GOOD.



With 1.3M people too poor to meet their basic needs here in the Bay Area, our work has only just begun.



DOING WELL &

TIPPING POINT COMMUNITY • 2013 ANNUAL REPORT



Dear Tipping Point Community,

SHELTER, Inc. is bursting at the seams. With over 1,800 families sleeping on the street or in shelters each year in Contra Costa County, our work to end homelessness has never been more vital.

Before we became a Tipping Point grantee two years ago, we operated as efficiently as possible, but we were stretched too thin. No one else gives us grants for back-office administration, staff training, technology upgrades or to keep the lights on.

Tipping Point helps us stay ahead. Together, we set smart, ambitious goals toward a vision that we can articulate to our community. This is the kind of investment that feeds on itself, and we see the results in the extraordinary success of people like Joanna, who do well every day.

With great thanks,

Tim O'Keefe, Executive Director, SHELTER, Inc.



“I think it does help that we’re all here for a common goal. We may have come from different places and situations, but right now we are here for the same thing: We were broken and now we’re fixing ourselves. SHELTER, Inc. has taught me that as long as I’m doing the work, good things are going to happen.”

JOANNA, SHELTER, Inc.

Doing Well.

"I never thought I was going to have a baby at age 18, but I'm actually doing better than I thought. Nurse Linda comes to our house once a week. She's taught me what to feed Ivy and Janelle for the next four to six months. She answers any questions I have about babies. I'm learning how to relax them with swaddling, holding them close or having them skin to skin. They give lots of joy to me."

DAYSI, Nurse-Family Partnership

"My English teacher was the first person I ever told about the bad things that were happening at home. I realized the way I grew up wasn't how normal people grow up, but I decided not to let that hold me back. I wanted to be the same as everyone else, or better, and that meant going to college."

HEATHER, San Francisco State Guardian Scholars Program

"When I came home from prison I wanted a job so that I could be busy in a positive way. I put in 10 applications a week and nobody would call. Then my parole officer told me about CEO and I got a job with Golden State Works' Caltrans Project as a roadside maintenance worker. It taught me responsibility. At CEO, if you give them 100%, they'll give you 100% back."

NICK, Center for Employment Opportunities



DAYSI, IVY + JANELLE



HEATHER



NICK



ALICIA



TERESA



DAVID

"Tipping Point's unrestricted funding is like an umbrella in a rainstorm. They understand that we have both a right shoulder and a left shoulder to keep dry. We desperately need flexible dollars to cover our infrastructure and staffing costs so that our two sides, a culinary job training program and our social enterprise, can withstand changing conditions."

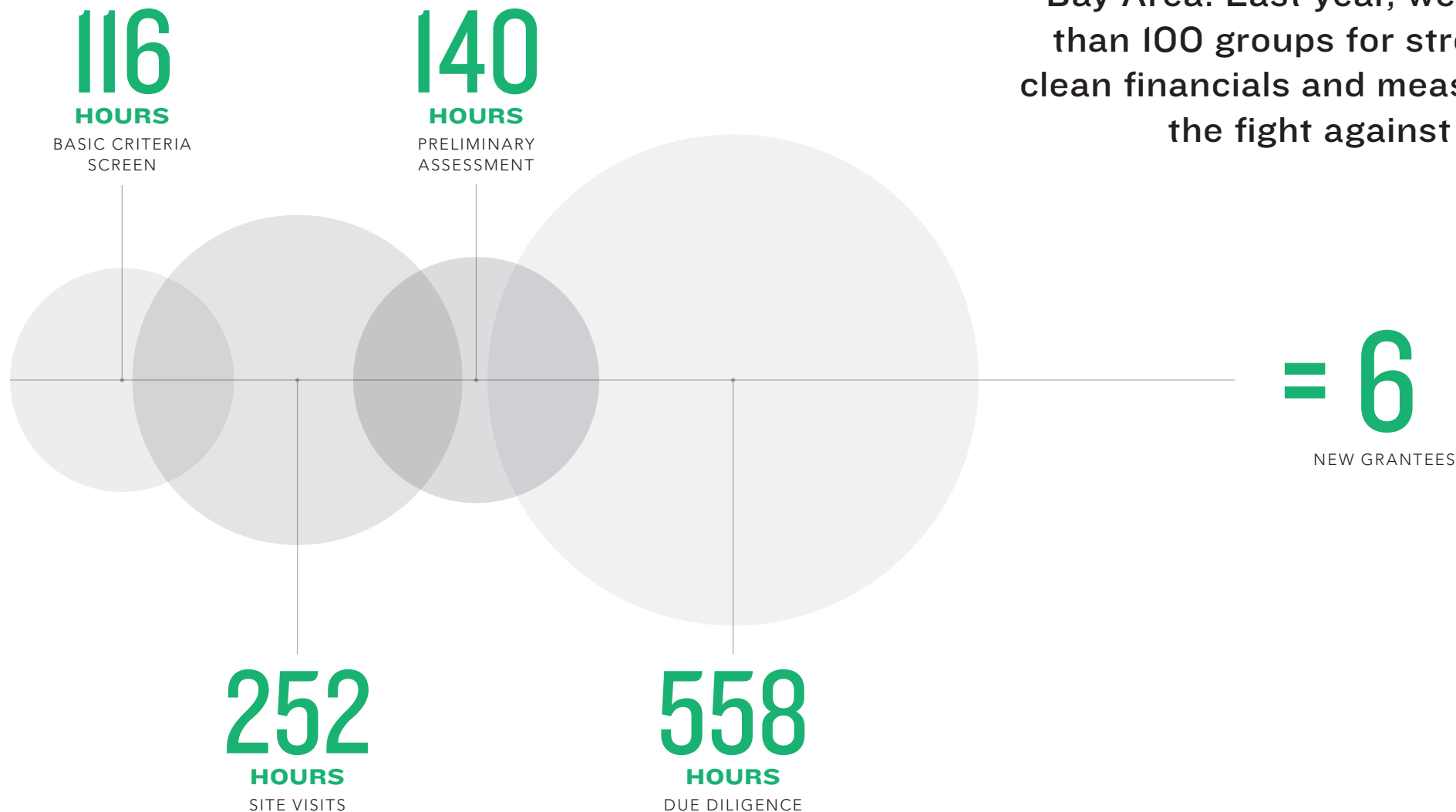
ALICIA POLAK, Executive Director, The Bread Project

"I couldn't afford the \$2,000 deposit for an apartment, and after talking with Canal Alliance, the landlord let me pay it in installments. It's hard when you have a family, you work and you make just enough money to live on. Now I have my own business. I call it Isabella's Events, for the middle name of my daughter. I do weddings, graduations, anything."

TERESA, Canal Alliance

"I didn't get to learn a lot of things in 5th grade, so I came to Eastside. The staff, the teachers, the tutors, the principal—they're all nice here. They take their time and really get to know you. That teaches you to be a good person everywhere you go. College is important for me because if you go to college and work and study hard, almost anything you want to do, you can do it."

DAVID, Eastside College Preparatory School



We pick the very best. There are over 15,000 human service organizations in the Bay Area. Last year, we screened more than 100 groups for strong leadership, clean financials and measurable results in the fight against poverty.

There’s no one single way to fight poverty.
Tipping Point’s 42 grantees provide
comprehensive support in four key issue areas.

2013 TIPPING POINT INVESTMENT: **\$4,074,000**

EDUCATION + YOUTH

- Aspire Public Schools
- BELL
- BUILD
- Citizen Schools
- College Track
- Eastside College Preparatory School
- Fresh Lifelines for Youth
- Gateway to College National Network
- Genesys Works Bay Area
- Guardian Scholars
- KIPP Bay Area Schools
- Next Step Learning Center
- Reading Partners
- Rocketship Education

2013 TIPPING POINT INVESTMENT: **\$2,716,357**

EMPLOYMENT

- The Bread Project
- Center for Employment Opportunities
- JobTrain
- Mission Asset Fund
- New Door Ventures
- Opportunity Junction
- Rubicon Programs Inc.
- Single Stop Bay Area
- The Stride Center
- Swords to Plowshares
- Upwardly Global
- WAGES
- Year Up

2013 TIPPING POINT INVESTMENT: **\$2,346,715**

HOUSING

- Community Housing Partnership
- Compass Family Services
- First Place for Youth
- Homeless Prenatal Program
- Larkin Street Youth Services
- SHELTER, Inc.
- Shelter Network

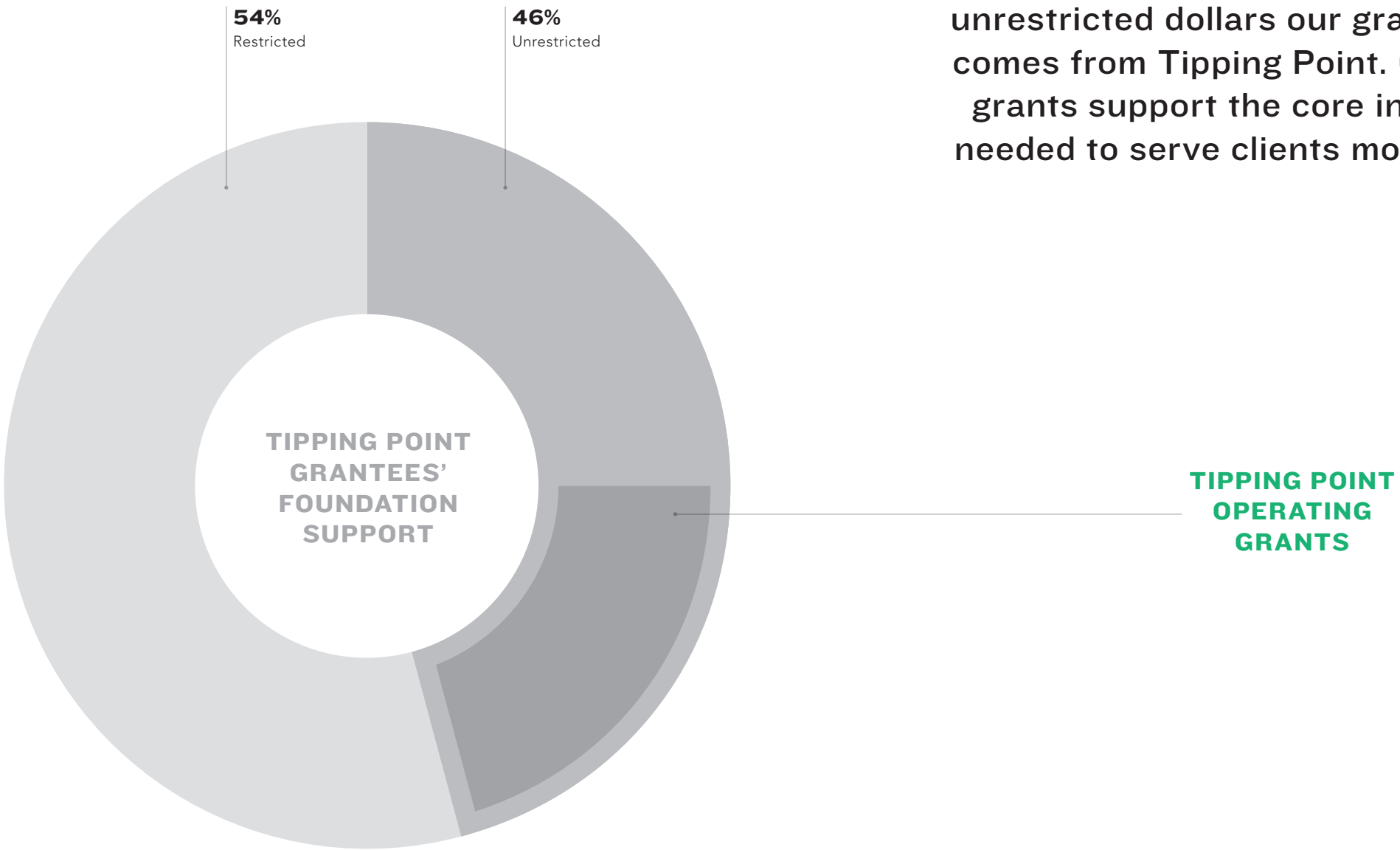
2013 TIPPING POINT INVESTMENT: **\$1,823,538**

FAMILY WELLNESS

- Bayview Child Health Center
- Canal Alliance
- Center for Youth Wellness
- Nurse-Family Partnership
- Ravenswood Family Health Center
- San Francisco Child Abuse Prevention Center
- Sunny Hills Services
- Ujima Family Recovery Services

* Investment numbers do not include special initiatives or all management assistance provided.

Unrestricted funding is the lifeblood of any organization. Nearly half of all the unrestricted dollars our grantees receive comes from Tipping Point. Our operating grants support the core infrastructure needed to serve clients most effectively.



The check is only the beginning. With a mix of our staff time and outside expertise, we do whatever it takes to maximize our grantees' on-the-ground efforts.



Tipping Point grantees transformed your good intentions into life-changing results for those in need last year. Here are a few of the ways.

EDUCATION + YOUTH

550 HIGH SCHOOL SENIORS GRADUATED ON TRACK TO EARN AN ESTIMATED \$605M OVER THEIR LIFETIMES.

EMPLOYMENT

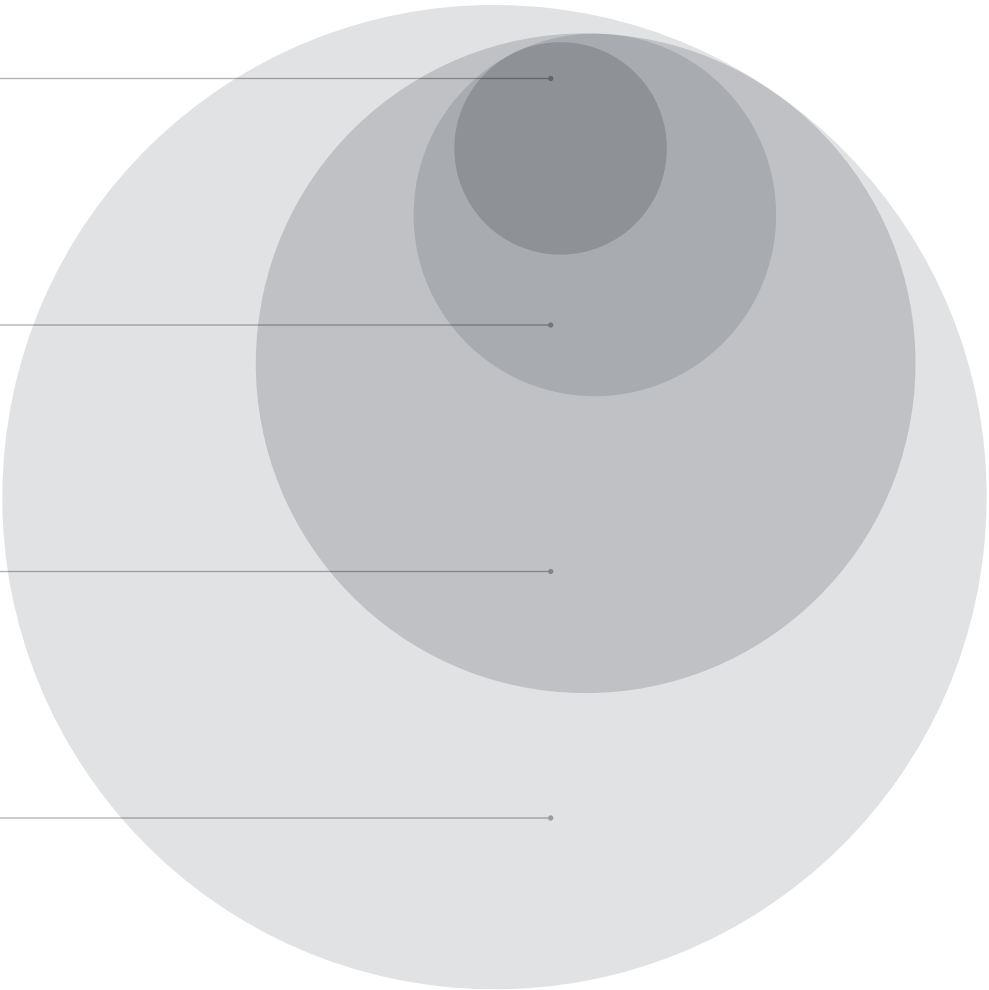
1,600 CLIENTS ENTERED THE WORKFORCE WITH A NEW JOB.

HOUSING

5,300 INDIVIDUALS AND FAMILIES RECEIVED OVER 500,000 NIGHTS OF EMERGENCY AND TRANSITIONAL HOUSING.

FAMILY WELLNESS

11,800 PATIENTS COMPLETED NEARLY 60,000 CLINICAL VISITS.



Last year, 1,296 partners and donors
ensured that low-income families
and individuals across eight Bay Area
counties did well.

88,331

MORE PEOPLE DOING WELL.



We're all in this together.