

THE
SAN
FRANCISCO
FOUNDATION

We
Invest in
Change



We are invested in building a better Bay Area. At The San Francisco Foundation, we seek change that is long-lasting. Change that transforms lives, communities, and complex systems.

Embracing the long run means we must embrace the truth: long-term change is not linear. Taking on the intractable problems of our time is not a simple, clear path. And it can't be done alone. We seek solutions built on deep local understanding, and work hand-in-hand with the most effective groups and individuals in our region to roll out strategies that make a real impact in our lives and communities.

That's why we work in partnership with community leaders and grassroots organizations, as well as government and businesses. We invest in:



PEOPLE

Leadership matters. We partner with the most effective groups and individual leaders in our region.



ORGANIZATIONS

We seed innovative ideas, embrace risk, and seek out partners who make a greater impact.



NEIGHBORHOODS

We focus on solutions that begin at the neighborhood level, build on deep local understanding.



POLICY

We combine programs with policy, transforming successes on the ground into long-lasting change.

In 2012, we made 5,565 grants, held 25 convenings, raised \$75.5 million, and earned \$1.9 million on our investments, all in service toward building a stronger Bay Area. Thank you to our generous donors and partners, together we are making greater impact.

Recession Recovery – Three Year Impact

In the recession, a perfect storm of dramatically reduced government, foundation, and individual donations hit the network of organizations serving the region's most vulnerable people – rendering many on the brink of survival. The San Francisco Foundation acted quickly to shore up the region's safety net. We made a \$15 million commitment over three years to support our nonprofit partners – in food banks, domestic violence prevention, healthcare access, legal services, job training and creation, and foreclosure response – to guarantee the future of these organizations, and the futures of our Bay Area neighbors that they serve.

This funding strategy had a powerful three-fold effect. Evaluations show that Foundation support allowed critical nonprofits to keep their doors open, to build financial stability by leveraging Foundation grants to secure further funding, and to spawn advocacy that compelled the State to contribute an additional \$10 million to foreclosure relief and recovery.

IMPACT: Our recession recovery investment strategy ensured the long-term sustainability of 53 critical nonprofits, helping prevent hunger, improve health, and create new jobs to support more Bay Area residents on their path back to stability.

Celebrating 30 Years of Bold Leadership

A café in Potrero Hill, run entirely by formerly at-risk youth. In Berkeley, a congregation spiritual, resourceful, and uplifting. The Canal Welcome Center in Marin, a buzzing hub of energy and advocacy, built from the ground up in five years. These are a few of the dozens of projects the Koshland Civic Unity Awards Program cultivated over the last 30 years. Each illustrates the legacy and vision of Daniel E. Koshland, who believed that community leaders know best what it takes for their community to thrive. Through formal training, a networking structure with other community leaders, and a five-year, \$300,000 funding commitment, the Koshland Program is a catalyst for sustainable, community-driven solutions to a neighborhood's unique challenges.

This year we mark the 30th anniversary of the Koshland Program, and we continue the tradition of celebrating bold risk-takers dedicated to bringing a vision of better community to life.

IMPACT : Over the last 30 years, the Koshland Program has lifted up hundreds of grassroots leaders, creating sustainable, community-driven projects in 24 Bay Area neighborhoods.

Making Impact Together – Hand-In-Hand Philanthropy

Thirty years ago Martha Ryan had a vision to provide care for one of the City's most vulnerable and under-resourced populations, homeless pregnant women. She brought this vision to The San Francisco Foundation and received seed funding to launch Homeless Prenatal Program. As the once small clinic grew to become the nationally recognized care model it is today, the program needed a permanent location to continue fulfilling its mission. The San Francisco Foundation knew Homeless Prenatal was diligently pulling together funding and was near a tipping point to finally purchase a permanent home. At the same time, Dr. Gilbert and Mrs. Marie Cleasby, who were passionate about making a difference in the lives of women and children in the Bay Area, were referred to The San Francisco Foundation to begin planning their legacy. Foundation staff saw the match immediately and connected the Cleasbys' advisor with Homeless Prenatal. The Cleasbys' gift to Homeless Prenatal Program paid off half of its mortgage and compelled another donor to generously pay the remaining half.

Longstanding partnerships in the community make meaningful gifts like the Cleasbys' possible. The San Francisco Foundation works hand-in-hand with nonprofits and donors, recognizing where the dial is being moved and connecting resources to fulfill visions of a stronger region, and world.

IMPACT : The Cleasbys' gift to Homeless Prenatal Program allowed the organization to focus on its mission, helping 3,000 mothers and families access safe, stable housing, quality healthcare, and parenting support each year.

Protecting Drinking Water

Water. Ubiquitous for so many of us. We don't think twice about it until it's not there. Bay Area residents are fortunate to receive the majority of our drinking water from the Hetch Hetchy reservoir. A proposition to shut down the dam signaled far-reaching implications and detrimental effects for all Bay Area residents, especially those most vulnerable. Staggering costs anticipated in closing the dam and developing alternative sources of water would have forced redirecting millions of dollars in funding from essential health and human services.

The San Francisco Foundation felt compelled to take a position, and joined a coalition of organizations and government in opposing the proposition. Our \$100,000 grant to Save Hetch Hetchy was instrumental in the No campaign. Our lead investment meant the campaign was able to carry out a winning strategy that targeted ethnic media and engaged constituents of color, a move that ultimately tipped the scales in November. Voters struck down the measure by a large margin of 76.9%, preserving this source of pristine water and clean energy, protecting city funding of critical services.

IMPACT : The \$100,000 investment to Save Hetch Hetchy opened a diverse civic dialogue about the issue. The proposition was defeated, thereby protecting city and county funding for critical services.

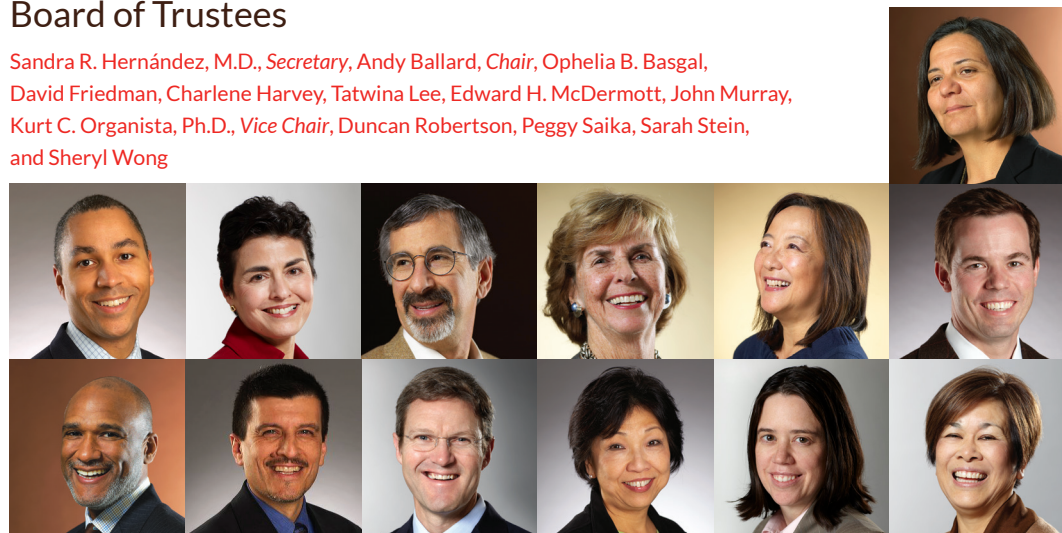
Strategy, Discipline, Impact

We seek tremendous, lasting change in community, which comes with discipline and a long-term vision. In these years following the financial crisis, more than ever we are seeing the payoff of this prudence, having a steady hand and not course correcting reactively to market fluctuations. As a result, this year the Foundation's ten-year investment returns reached 7.4% during a time where the world's major stock and bond markets returned approximately 5% per year. The Foundation's Long Term Donor Advised Portfolio generated a 12.4% annualized gain over the past three years, which translates to a 42% cumulative return. Our Investment Committee brings their decades of experience as leaders at prominent investment firms to bear at the Foundation. In a time when prudent investing is most challenging, it is also most imperative. The Committee keeps a critical eye toward our long-term vision, and continues to guide our investment strategy with diligent stewardship of our assets to create significant impact in the Bay Area.

IMPACT: The long-term investment strategy of the Foundation produced a ten-year average return of 7.4 percent, outpacing peers and corporate sector investors.

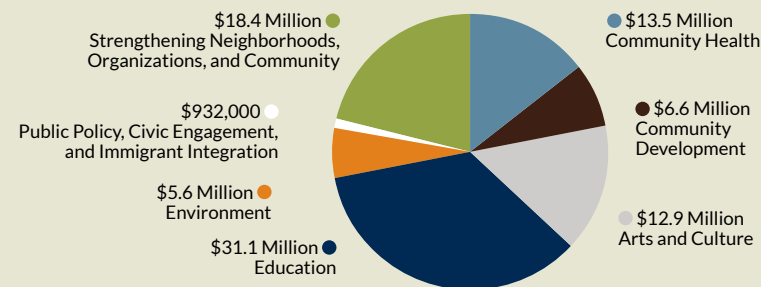
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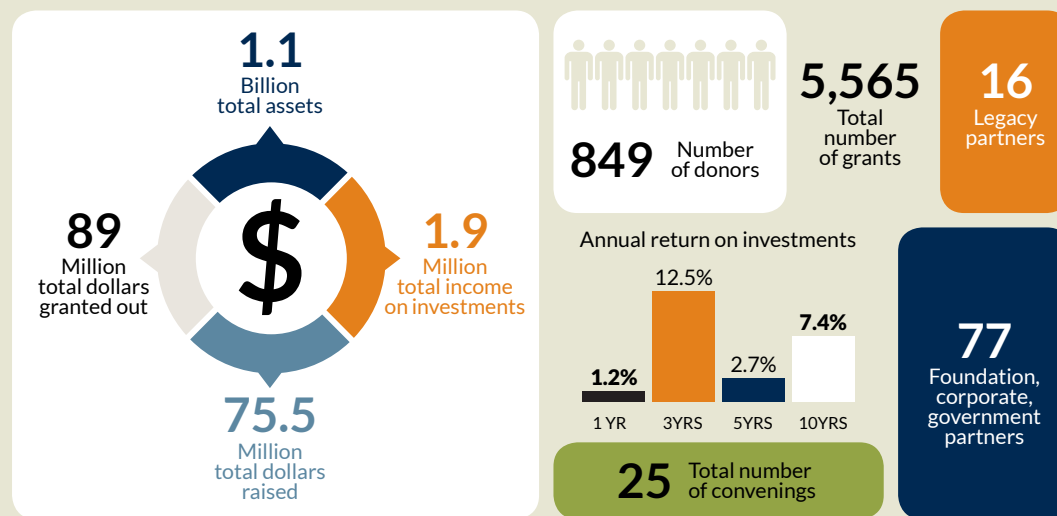


Grants Summary Fiscal Year 2012

The San Francisco Foundation gave out a total of \$89 million in 5,565 grants in 2012. With donor advised investments of \$69.2 million and \$19.8 million in earnings from our endowment, together, we have made a greater impact in strengthening the Bay Area.



2012 by the Numbers



The generosity and vision of our donors, past and present, inspire and support our work in community. Together, we are making a lasting impact. Thank you to our donors:

DONOR ADVISED FUNDS:

Barbara and Marcus Aaron Fund, Adult Congenital Heart Disease Center at California Pacific, Advent Software Fund, Aetna Health Plans of Northern California Fund, AG Fund, Alcantar Family Fund, Lynne and Dan Alper Fund, Altagracia Fund, Delia B. Alvarez Fund, Anne and Lee Anderson Fund, Andrea Lipp Kingsley Fund, Apte Family Fund, ARB Fund**, Armstrong Family Foundation, Greer and Veronica Arthur Fund, Associated Parishes Colloquium Fund, Abraham Ayad Memorial Fund, Mary Bachman and William Downing Fund, Gayle and Rodney Baker Foundation, John Bancroft Fund, Bannister / Watanabe Fund, Ann and Peter Barden Philanthropic Fund, Matthew and Janice Barger Fund, Ann Fay Barry Fund, Bartlett Fund, Baruch Foundation, Richard and Kim Beleson Fund, Jeanne Dinkelspiel Benatar Fund, Bennett-Shih Family Fund, Berelson Family Fund, Bertelsen Family Fund**, R.J. Bertero Family Fund, BESI Fund, Betsy and Ed McDermott Fund*, Biekert Family Fund, Black Crow Fund, Stephanie Block's BFF Fund, Henrik and Marian Blum Fund, Roger and Nancy Boas Fund, Bohica Fund, Bond/Katz Family Fund, Botti Family Fund, Frances and John Bowes Fund, Terry Gamble and Peter Boyer Fund, Brayton * Purcell Community Foundation, John and Jean Brennan Family Fund, Timothy and Margaret Brown Fund, Helen Swayze Brown Memorial Fund, Bryan/Bufania Fund, Buchalter/Adler Family Fund, Elaine and Whit Budge Fund, T. Robert and Katherine S. Burke Family Fund, Burr, Pilger and Mayer Foundation, Richard T. Busby Memorial Fund, Butler Koshland Fund,

Peter and Carroll Cahill Fund, Calhoun Family Fund, Callan Family Fund, James E. Canales and James C. McCann Fund, Benjamin Caraco Fund, Care Well Fund*, Kimberly Casey Fund, Castilian Fund, Catapult Film Fund, Center for Environmental Health (CEH), Jean & Neil Chaitin Fund, Lily & Katherine Chang Fund, Carolee H. Charlton Fund, Denis Chicola and Ron Newman Fund, Chinese American Community Foundation Fund*, City Fields Fund, Clark Family BABUF Fund, Marie Mendenhall Cleasby Fund, Gilbert W. Cleasby Fund, Laurie Cohen Fund, Mitchell and Susan Cohen Fund, Cohn Charitable Fund, The Collier Family Fund, Laurence A. Colton Fund, Columbus Family Fund, Cosmo Chandler Fund, Courtney Paris Pay It Forward Fund, Cow Hollow Fund, Martha Heasley Cox Legacy Series at The Magic Theatre, C-R Fund, CRDC Legacy Fund, Ruth Crosby Fund, CSP Fund, Dorothy Russell Curtis Fund, Edith Bogard Dagley Fund, Dale Family Fund, David L. Klein, Jr. Fund*, Drusie Davis Family Fund, Sandy D'Elia Fund, Delta Advocacy Foundation, John Dering Donor Advised Fund, DiMarco Harleen Family Fund, Do A Little Fund, Dodson Family Fund, Dolphin Youth Swim Program Fund, Clare M. Doris Fund, Doughnut Fund, DrumStick Fund, Mark Dwight Foundation, Eastern Neighborhoods Public Benefit Fund, Lee and Theresa Ehrler Fund, Betsy and Roy Eisenhardt Fund, Felix Elizalde La Raza Education Fund, Ellen and Bob Peck Family Fund*, EMD Fund, EMIKA Fund, Entheogen Fund, Environmental Pathways Fund*, The Essey Family Fund, Helene and George Ettelson Philanthropic Fund, Euphorbia Fund, Euphrat Family Fund, Evangelical Independent Church of San Francisco Fund, Luke Evnin and Deann Wright Fund, Betty Faber Fund, Farella Fund, Federlein Family Fund, Ferguson Fund East Bay, Donald and Doris Fisher Fund, John Fisher Fund, Robert and Elizabeth Fisher Fund, Fitzmyers Family Fund, Ayame & Garrett Flint Fund, Flying Pig Fund, Catherine S. Fogelman Fund, Fortgang Donor Advised Fund, Foundation for Chinese Democracy, Lou and Betty Frank Fund, Myrna and Tom Frankel Fund, J. & L. Frankel Fund, Fredericks Family

Fund, Friedman Family Fund, Tully and Elise Friedman Fund, Eleanor Friedman Fund, Meryl Meyer Friedman Fund**, Friedman/Cohen Fund, Friedman/Kiehl Fund, Friedman/Meyer Fund, Alexa Friedman-Cohen Fund, Zoe Friedman-Cohen Fund, Emma Friedman-Cohen Fund, Lynn C. Fritz Family Philanthropic Fund, Monica Gallagher Fund, Gallivan Family Fund, Shelby and Frederick Gans Fund, Garden Fund**, Gardner Family Fund*, Al Garren Fund, Rich Garvin Fund, G-B Fund, Theodore and Frances Geballe Fund, Daniel and Linda Geballe Fund, Geeslin Family Fund, Gemelli Fund, George Mark Fund, Gibbons-Erdberg Fund, Charles Gibbs Fund, Frankie and Maxwell Gillette Fund, Ginkgo Fund, Glaubiger Family Fund, Barbara Gloger Fund, Robert Gloger Fund, Kalon and Beata Goodrich Fund, The Graber Family Fund, Anafrol Graham Foundation, Eric Greenberg Fund, Peter Gump Fund, H.L. Endowment for Education, Elise K. Haas Fund, Julie & Walter J. Haas Fund, Mimi and Peter Haas Fund, Colleen and Robert D. Haas Fund, Margaret E. Haas Fund, Josephine B. Haas Fund, Ginnie and Peter Haas, Jr. Fund, Joanne Hagopian and John Eknoian Fund, The Hallelujah Fund*, Hammar-skjold Family Fund, MP Hanrahan-Flaherty Fund, Mark and Kerin Hanson Fund, Harker Fund, Robert G. and Linda K. Harris Fund, Harrods Creek Fund*, Charlene Harvey Fund, Andrew and Annette Hass Family Fund, Hatoyama Trust Fund, Havian & Jarvis Charitable Fund, Ann-Eve Hazen Family Fund, Paul and Cassandra Hazen Fund, Randy and Nancy Hecht Fund, Miranda Heller Fund, Ruth and Alfred Heller Fund, Hellman Family Fund, Elizabeth and Carl Helmholtz Fund, Hestia Fund, Harriet Heyman and Michael Moritz Fund, William B. Hirsch and Elizabeth B. Crabtree Fund, The Hockett Family Fund, Vera Martin Holcomb Women's Non-Traditional Job Fund, Holliday Fund, Holloway Family Fund, Shirley S. Hort Fund**, The Hoskin Family Giving Fund, Derson Hou Memorial Fund, Howald Blake Fund, HPJ Fund, Leslie and George Hume Fund, The Hurst Family Fund, Hutchings Family Fund, Inner City Youth Athletic Fund, Innovative Programs Fund*, J.J. & DD Fund, Peter and

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Eileen and Peter Michael Fund, Richard Miller Fund, Jane, Stacy, and Scott Miller Fund, Miller McKinley Development Fund, Mindful Assets, La Mixteca Fund, Montrose Educational Foundation Fund, Scott D. Morse Fund, The MSP/JMP Fund, Muffy's Fund, MVP Petonic Fund, Myers Family Fund, Nakano Spivack Fund, Kathleen Namphy Memorial Fund, Elizabeth Nash Foundation, NCCK Yee Children's Fund, The Nelson Fund, Next Fund, No Reservations Giving Foundation Fund*, Noonmark Fund, Helen Forster Novy Fund, Sara O'Malley Fund, Onaway Island Fund, Helene Oppenheimer Memorial Fund, Opportunity, Justice, Equality Fund**, Oramax Fund, Organic Fund, Suno Kay Osterweis Fund, Otis T-Bone Fund, Overmire Fund, Peter J. Owens Fund, Parachute Fund, Patrick Family Fund, Joseph M. Patterson Memorial Fund, JaMel and Tom Perkins Foundation, Petit Teton Fund, Pickwick Fund, Pinecrest Fund, Pioneer Research Fund, Pomegranate Fund, Potrero Residents Education Fund, Power Family Fund, Brian and Paula Powers Fund, Pressley Family Fund, John and Sheila Proctor Fund, Progress Investment Management Company Fund, PSM Fund, QNB Recovery Fund, Quigley/Hiltner Fund, Rabine Family Fund, Rafiki Foundation, Rowland and Patricia Rebele Fund to Benefit the First Amendment Coalition, Dr. James Reichmuth and Mrs. Julia Caskey Fund, J & K Reis Family Fund, Nigel A. and Barbara M. Renton Fund, Nigel A. Renton Sub-Fund, Barbara Moen Renton Sub-Fund, The Rhubarb Fund, Robert and Kathryn Riddell Fund, Rita R. Semel Fund**, Mark & Stephanie Robinson Family Fund, Jane Rogers and Michael Fischer Fund, Thomas and Shelagh Rohlen Fund, Rose Gold Fund, Rosekrans Fund, John N. Rosekrans, Jr. Marital Trust Fund, William and Joan Roth Fund, Mark and Sara Ying Rounsaville Family Fund, Matthew Royce Fund, Norman and Betty Ruecker Fund, S.F. Hope Project Fund, Sack - Wallis Fund, Sahgal Fund, Salzman Family Fund, San Francisco Art Commission Adopt-a-Monument Endowment Fund, San Francisco Cultural Center, San Francisco Fund 4, San Francisco Zurich Initiative Fund, Sarah Stein and Michael Cohn Fund*, Sawal

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