



In every community,

What do community-based, community-led organizations need and want CompassPoint to be doing right now?

This is the question CompassPoint has asked itself through our 30-year history. Our organization came of age with some of the key movements of these thirty years: the women's movement, the disability rights movement, the environmental movement, the struggle against AIDS, the gathering of strength in communities of color, the movement for health care rights, and the enduring struggle against poverty and for civil rights here and around the world.

Today we are answering that question in new ways. We are focusing our work in three areas: nonprofit & community leadership, business strategies for nonprofits, and core management skills. In leadership, we are expanding our Executive Transition services, re-thinking governance models, and supporting staff and volunteer leaders as not only leaders within their organizations, but within their communities. In business strategies for nonprofits, we are developing both models and processes for devising strategies that combine fundraising with earned income in ways that are suited for community organizations. **We have placed our stake in the ground with community organizations, large and small—those that not only serve, but organizations that are embedded in, represent, lead, are supported by, and advocate for their communities.**

This fall we will be celebrating Jan Masaoka's 14 years at CompassPoint's helm, and looking forward to a new executive director, new leadership, and new ideas. We are proud to be an organization that serves, represents, helps to lead, and advocates for community organizations and community leaders. We look forward to our continued partnership with you.



Joseph Valentine and Jan Masaoka

Jan Masaoka
Executive Director

John Kreidler
Chair, Board of Directors, 2005

Joseph W. Valentine
Chair, Board of Directors, 2006

Our Vision

Community organizations and the nonprofit sector are integral, important, leadership elements in democratic, thriving communities. CompassPoint works to build a vibrant ecology of thriving, sustainable community-based nonprofits in the greater Bay Area and Silicon Valley, and to use research, practice and action to be a national leader on nonprofit issues.

Our Mission

The mission of CompassPoint Nonprofit Services is to increase the impact of nonprofit community organizations and the effectiveness of the people working and volunteering in them.

This *Report to the Community for 2005* can be found at www.compasspoint.org/annualreport along with financial statements, a complete list of donors, funders, and volunteers, and a sample of consulting projects and multi-dimensional initiatives.

there is work to be done

Core Support Funders

We are deeply grateful to our investors: the foundations, corporations, government agencies, and individuals who help keep our services affordable for community-based nonprofits.

We offer many thanks to the 123 individuals who helped advance a stronger nonprofit sector through their support of our programs in 2005.

We are especially thankful for unrestricted and multi-year support from the following institutions whose commitment to our work is instrumental to everything we accomplish:

Chevron

David & Lucile Packard Foundation

East Bay Community Foundation

Evelyn & Walter Haas, Jr. Fund

The James Irvine Foundation

Peninsula Community Foundation

The San Francisco Foundation

Sobrato Foundation

United Way Silicon Valley

William Randolph Hearst Foundation

Y&H Soda Foundation

Sustainability— business and financial strategies

We know we need to be where nonprofits are: developing sustainability plans that combine revenue strategies with smart financial management. Five highlights started in 2005 are:

- **Fundraising Academy for Communities of Color:** a pioneering approach in content and methodology, working with classes of executives, development directors, board members, and others with fundraising responsibilities in organizations of color. Combining training, coaching, and new ways of thinking about community fundraising, the Fundraising Academy is directed by Steve Lew and Stephanie Roth; a partnership with the Grassroots Fundraising Journal.
- **Financial Leadership:** a CompassPoint-Fieldstone book that knows executive directors don't need to be accountants to make strategic use of financial information in decision-making and leading their organizations. By Jeanne Bell and Liz Schaffer.
- **Finance Professionals Network (FPN):** Silicon Valley and San Francisco networks that meet for expert and peer-led sessions on accounting, compliance, compensation systems, controls, and forecasting.
- **Financial Systems Initiative** with contractors of the San Francisco Department of Children, Youth and Their Families: bringing accounting systems up to speed.
- **Accidental Techies:** a CompassPoint-Fieldstone book with a real-world strategy that supports the heroic techies in nonprofits with practical tools, a partnership with the Community Technology Foundation of California. By Sue Bennett, Eugene Chan, and others.

And in 2006: a new model for understanding the nonprofit dual bottom line, prioritizing programs, and keeping track of key programmatic, financial, fundraising, HR, and governance indicators.



CompassPoint board members Ted Mitchell, of Delagnes, Mitchell and Linder, and Teresa Alvarado, Executive Director of the Hispanic Foundation of Silicon Valley, contribute to a board meeting discussion about volunteerism and youth involvement in the nonprofit sector.



In every heart,

Supporting and growing nonprofit leadership

For leaders to be effective, we must not only support them, we must foster the jobs and conditions where they can truly lead. The next generation (in all age groups) of executive leadership is on today's nonprofit management teams, in government agencies, in business, and in community activism. The next generation of boards wants to change communities, not just oversee budgets. The next generation of nonprofit organizations will explore new ways to work and want fresh approaches in governance, in management, and in leadership.

- **Generations:** a new program supporting women with HIV who have been elected into community HIV Prevention Councils—as a result of this training and coaching, one participant just became the first consumer co-chair of her county council.
- The **Board Café**, designed for busy board members and executives, reached a subscription high of 44,000.
- **ED 101 and Thriving as an ED:** respectively our intensive management and leadership training/coaching series.
- **The Power of the Middle:** Tim Wolfred's monograph is the third in a series on Executive Transitions topics, discussing the powerful role an Interim Executive Director can play.
- The new **Board Chair-ED Camp** brings board chairs and their executive directors into an intensive work session to develop year-long plans for the organization and the board and establish new norms for the one-to-one personal working relationship.

In 2006 watch for:

- **Daring to Lead 2006**, a national study of nonprofit executive directors.
- **Executive Transitions:** the definitive handbook to be published as the fourth in the CompassPoint-Fieldstone series.
- **Women Executive Directors of Color**—a new training/coaching program along with the third WEDOC conference.

Our community

We're proud that we don't just serve the Bay Area and Silicon Valley nonprofit community, we celebrate it, we volunteer in it, we advocate for it.

- **Nonprofit Benchmark Study:** a study, in partnership with Community Foundation Silicon Valley, on the Santa Clara County nonprofit sector. One headline from the study: stability, but still struggling after the crash.
- **Eight Reforms:** This article in Stanford Social Innovation Review challenged nonprofits to think boldly about a legislative agenda. By Jan Masaoka & Jeanne Bell.
- **Convergence & Competition:** United Ways and Community Foundations: this national study by Nancy Ragey brought both of these organizations in many cities together for discussion.
- **Quick Response:** Two afternoons a week we get on the phones and answer all sorts of questions for free from callers in the 415, 408, 650, 510, and 925 area codes.

Watch for this in 2006:

- **TalkingPoint**, our new newsletter for the Bay Area and Silicon Valley, featuring quotes and info that will get you talking.



Bradley Spurr of Florence Crittenton Services, Jeanne Bell, Associate Director of CompassPoint Nonprofit Services and Hyde Ghaffari, CPA of Ghaffari and Zaragoza convene for a San Francisco Finance Professionals Network (FPN) meeting. FPN is just one of CompassPoint's peer-learning groups and it works to bring together senior nonprofit finance professionals several times a year in both San Francisco and Silicon Valley locations. FPN is in its third year and has over 60 members.

there is a power to act.



Anita Dharapuram, Diane Johnson, Byron Johnson, and Steve Zimmerman all joined CompassPoint's Program Services Team in 2005. While they often work closely together on larger projects like conferences, they also work individually with community-based, community-led nonprofit organizations to assist with development, financial management, and executive transitions work.

CompassPoint 2005 by the numbers

6,760	Workshop & conference participants
21	Pots of regular coffee consumed by workshop participants per week
2	Pots of decaf coffee consumed by workshop participants per week
430	Workshops
6	Conferences
76	Nonprofit leaders taking CP Executive Leadership Courses in 2005
661	Visits to the website per day
45,683	Board Café subscribers
111,052	Successful downloads of resource documents
123	Individual donors
16	Board members
38	Staff members
58%	People of color staff members
26%	LGBT staff members
6 hours per week	Quick Response experts answer calls for Bay Area nonprofits

Reinvention and renewal

In this last year we at CompassPoint have renewed our vision and reinvented our organization. Four new staff brought their commitment, their deep nonprofit experience, and their expertise in finance, fundraising, and planning: Diane Johnson, Byron Johnson, Anita Dharapuram, and Steve Zimmerman. Integrating our training, consulting and research meant restructuring that led to Jeanne Bell stepping up to Associate Director, Marla Cornelius to Managing Director of Programs, and Steve Lew to Project Director Chair. On the board, we welcomed Jerry Hiura, Mike McCone, and Colin Lacon to the board, regretfully bid farewell to Chair John Kreidler, and Joe Valentine became our new Chair.

As this Annual Report/Poster goes to press, we are finishing Phase I of a new strategic outlook. Reaffirming our commitment to the greater San Francisco Bay Area and Silicon Valley, we also recognize that we have national reach and influence. We believe that sharpening our focus on community organizations will give us our strongest impact on the individuals, organizations, and networks that are making positive change. Just as we have shaped ideas and challenged assumptions about executive transitions, we seek to influence new paradigms in leadership and sustainability for the organizations we work with and the nonprofit sector. Together with your partnership we can create the vehicles for people and organizations to lead with their hearts and find the power to act.

CompassPoint Finances

UNRESTRICTED FUND Statement of Activities January 1 - December 31, 2005

TOTAL INCOME	4,282,161
TOTAL EXPENSES	
Program	3,432,499
Management & General	681,389
Fundraising	<u>115,673</u>
	4,229,561
NET	52,600
Total Net Assets	2,132,229

Board 2005

John Kreidler, *Chair*
Cultural Initiatives Silicon Valley

Diane Ford, *Vice Chair*
Sobrato Foundation

Alison Marks, *Secretary*
Volunteer Center of San Francisco and San Mateo Counties

Ted Mitchell, *Treasurer*
Delagnes, Mitchell & Linder

Teresa Alvarado, PG&E, then Hispanic Foundation of Silicon Valley
Cassandra M. Flipper, Bread and Roses
Jerry Hiura, DDS
Grace Kim, City of Sunnyvale
David Mercer, YMCA of the USA (retired)
Jeffrey Ken Mori, Asian American Recovery Services
Arnold Perkins, Alameda County Department of Public Health
Shelley Ratay, Stanford Business School
Tom Silk, Silk, Adler & Colvin
Barbara Terrazas, Catholic Charities of the East Bay
Sharon Zorbach, Deloitte & Touche

This *Report to the Community for 2005* can be found at www.compasspoint.org/annualreport along with financial statements, a complete list of donors, funders, and volunteers, and a sample of consulting projects and multi-dimensional initiatives.



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CompassPoint staff

Staff 2005

Jan Masaoka, *Executive Director*
Jeanne Bell, *Associate Director*
Marla Cornelius, *Managing Director of Programs*
Steve Lew, *Senior Projects Director*
Sabrina Smith, *Development Director*
Tim Wolfred, *Senior Projects Director*

Roald Alexander, Senior Informations Systems Administrator
Karen Aitchison, Project Assistant
Ellen Brotsky, Executive Assistant
Susan Bennett, Projects Director
Noren Caliva, Silicon Valley Receptionist
Barbara Camacho, Program Coordinator
Cristina Chan, Projects Director
Anita Dharapuram, Program Coordinator
Carrie D'Andrea, Executive Assistant
Natasha D'Silva, Program Coordinator
Miriam Engelberg, Projects Director and Senior Cartoonist
Anushka Fernandopulle, Projects Director
Michelle Gislason, Projects Director
Michelle Grier, Project Assistant
Grayton Huang, Accountant
Diane J. Johnson, Senior Projects Director
Byron Johnson, Projects Director
Jude Kaye, Senior Consultant
Nelson Layag, Projects Director
Anna Lien, Finance Manager
Steve Meyer, Office Manager
Adrienne Morello, Receptionist
Suman Murthy, Project Assistant
Nancy Ragey, Senior Consultant
Rosa Resendez, Silicon Valley Manager
Janelle Secreto, Silicon Valley Projects Assistant
Kara Vassily, Web Manager
Alfredo Vergara-Lobo, Projects Director
Christina Wang, Intern
Mandy Wu, Senior Accountant
Robin Wu, Projects Director
Steve Zimmerman, Projects Director

CompassPoint's Annual Report was written and developed by Jan Masaoka, Carrie D'Andrea, Anita Dharapuram, Diane Johnson, Steve Lew, Sabrina Smith and Steve Zimmerman.
Design: traversosantana.com

2005 Funders

We are deeply grateful to our investors: the foundations, corporations, government agencies, and individuals who help keep our services state-of-the-art for community organizations and leaders.

We are especially thankful for unrestricted and multi-year support from the following institutions whose commitment to our work is instrumental to everything we accomplish:

Chevron
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Evelyn & Walter Haas, Jr. Fund
The James Irvine Foundation
Peninsula Community Foundation
The San Francisco Foundation
Sobrato Foundation
United Way Silicon Valley
William Randolph Hearst Foundation
Y&H Soda Foundation

Thank you to the following institutions, in addition, for supporting communities through CompassPoint:

360 Group
Adobe Systems
Alternative Telecom & Networks
Annie E. Casey Foundation
Applied Materials
Atkinson Foundation
The California Endowment
The California Wellness Foundation
Charles Stewart Mott Foundation
Cisco Systems
Citibank
City National Bank
Community Action Program for Madison County
Community Foundation Silicon Valley
Community Technology Foundation of California
CompuMentor
Dean & Margaret Leshner Foundation
eBay Foundation
Fannie Mae Foundation
Harder + Company Community Research
Hawai'i Community Foundation
Hood & Strong
Horizons Foundation
Junior League of San José
LaPiana & Associates
Levi Strauss Foundation
Mal Warwick and Associates
Marguerite Casey Foundation
Meyer Foundation
Missouri Foundation for Health
National AIDS Fund
National Community Development Institute
New Mexico Community Foundation
Oracle
Pacific Gas & Electric
S.H. Cowell Foundation
San Francisco Department of Children, Youth & their Families
San Francisco Department of Public Health
San Francisco Mayors Office of Community Development
Sierra Health Foundation
Silk, Adler & Colvin
State of California Office of AIDS
UPS Foundation
Vasquez Optical & Hearing Services
W.K. Kellogg Foundation
Wallace Alexander Gerbode Foundation
Walter & Elise Haas Fund
Women's Foundation of California
Zellerbach Family Foundation

And many thanks to the following individuals for advancing a stronger nonprofit sector through their 2005 donations:

Michael Allison and Jennifer Chapman	Thomas Layton
John Bare	Ann Lazarus
David Barlow	Mary Lester
Igantius Bau	Gary Levinson
Alan Becker	Anna Lien
Susan Benoit	Erik Lutkin
Jeffrey Bradach	John Manzoni-Santos
Joseph Bunker	Alison Marks
Stuart Burden	Jan Masaoka and Paul Rosenstiel
Katherine Webb Calhoun	Jules Mayer
Michelle Callaghan	Michael McCone
Liz Callahan	Ted Mitchell
John and Sarah Campbell	Susan Mooney
Sally Carlson	Jeff and Sandy Mori
Viveka Chen	Sue Ann and Charles Noyes
Lynne Clarence	Bob Orser
Eleanor Clement-Glass	Robert Pascual
Susan Colson	Helen Patton
Paul Connolly	Arnold and Karen Perkins
Marla Cornelius and Daniel Tucker	Kenneth Preston
Mike Cortes	James Purcell
Joe and Janet Cristiano	JC Rafferty
Alexa Culwell	Nancy Ragey
Cissy Dendy	Maria Ramos-Chertok
Anita Dharapuram and Ed Vicedo	Shelley Ratay
Libby Dietrich	Richard and Deanne Reynolds
Katherine Durgin	Skip Rhodes
Russell and Kathleen Emerson	Kat Rosqueta
Kerry Katherine Enright	Brent and Natsue Saldana
Mary and Robert Eve	Liz Schaffer
Bob Fisher	Stephen Schilling
Cassandra Flipper	Kathleen Schuler
Diane Ford	Colleen Shelly
Joseph Garrett and John Lomibao	Tom Siino
David Gearhart	Rick Smith
Carolee Gearhart Harari and Jim Harari	Rich Snowden
Dan Geiger	Michael Stein
Hydesh Ghaffari	Judith Steiner
Paul Gibson	B.J. Stiles
Maria Gitin	Russy Sumariwalla
Andrew Goldfarb	Paul Sussman
Florence Greene	Barbara Terrazas
Davida Hartman-Griffin	Julina Togonon
Elizabeth Harvey	Karen Topakian
Darien Heyman	Dawn Trygstad Rubin
Lisa Hoffman	Bill Tucker
Roxanne Howe-Murphy	Chuck Turner, Jr.
Rod Hsiao	Bob Uyeki
Vincent Hyman	Joseph W. Valentine
Byron Johnson	Claudia Viek
Jude Kaye	Brian Wilson
Grace Kim	Judith Wilson
Susan Kingshill	Debbie Wu
Edie and Robert Kirkwood	Ellen Wu
Kim Klein and Stephanie Roth	Tim Wu and James Hormel
Gail Kong	J.R. Yeager
Pat Krackov	Teri Yeager
John and Marcia Kreidler	Jocelyn Yin
Ken Kurtzig	Bob Zimmerman
Colin Lacon	Steven and Sarah Zimmerman
Greg Lassonde	Sharon Zorbach
Nelson and Maureen Layag	

2005 Volunteers

The following individuals contributed their time and expertise as volunteer faculty in CompassPoint workshops and conferences. We are proud to be one way through which they support community-based nonprofit organizations.

Mike Allison
Jaime Alvarado, Mayfair Improvement Initiative
Teresa Alvarado, PG&E, then Hispanic Foundation Silicon Valley
Erika Ammons, Intel Corporation
Fatima Angeles, The California Wellness Foundation
Troy Arnold, YMCA
Diana Aviv, Independent Sector
Terry Axelrod, Raising More Money
Kevin Bankston, Electronic Frontier Foundation
Ignatius Bau, The California Endowment
Susan Belgard
Gail Berkowitz, The David & Lucile Packard Foundation
Adam Bernstein, Electric Embers
Inger Brinck, The Women's Foundation of California
Margaret Brodtkin, San Francisco Department of Children, Youth and their Families
Janis Burger, First Five Alameda County, Every Child Counts
Grace Caliendo, John Muir/Mt. Diablo Community Health Fund
Liz Callahan, CBO Center of the East Bay
CJ Callen, Northern California Grantmakers
Janet Camarena, Foundation Center
James Canales, The James Irvine Foundation
Shona Carter, The Clorox Company Foundation
Cathy Cha, Evelyn and Walter Haas, Jr. Fund
Cynthia Chavez, LeaderSpring
boona cheema, BOSS
Justine Choy, Peninsula Community Foundation
Randy Chun, Wells Fargo
Vera Lee Clanton
Cheryl Clarke
Sandy Close, New California Media
Donna Cohen
Ana Cortez, San Francisco Mayor's Office of Community Development
Joan Cospier, East Bay Community Foundation
Bob Day, San Jose Water Company
Adeeba Deterville, Citibank
Ken Doane, S.H. Cowell Foundation
Marvin Dunson III, Wilson Sonsini Goodrich & Rosati
Laure Earp
Debra England, Koret Foundation
Rosemary E. Fei, Silk, Adler & Colvin
Bruce Fisher, Huckleberry Youth Programs
Diane Ford, Sobrato Foundation
Susan Fox
Tom Froehlich
Gary Gansle, Wilson Sonsini Goodrich & Rosati
Dolores Garay
Barbara Garcia, San Francisco Department of Public Health
Patricia Gardner, Silicon Valley Council of Nonprofits
Dynell Garron, The Funder's Checklist
Carolee Gearhart Harari
Dan Geiger
Jenee Gill, AcroSports
Larry Goldzband, PG&E
Robert Graham, GrahamComm

Mary Gregory, Bella Vista Foundation
Mary Griggs, Pacific Training and Resources
Tom Guarino, PG&E
Mike Hannigan, Give Something Back
James Head, The San Francisco Foundation
Keith Heller
Melanie Herman, Nonprofit Risk Management Center
Aileen Hernandez
Christine Herron, The Omidyar Network
R. Christine Hershey, Cause Communications
Lisa Hoffman
Wendy Horikoshi
Sophie Horiuchi-Forrester
Linda Howe, Zellerbach Family Foundation
Dori Ives, Business & Community Services
Bonnie Jameson
Jean Johnson, The Foundation Center
Nicole Jones, The California Wellness Foundation
Jude Kaye, Intention to Action
Edie Kirkwood
Kim Klein, Grassroots Fundraising Journal
Gail Kong, Asian Pacific Fund
Joe Kroll, Internal Revenue Service
Kenneth Larson, California Association of Nonprofits
Greg Lassonde, San Francisco Symphony
NTanya Lee, Coleman Advocates for Children and Youth
Barbara Leslie, SBC Foundation
Samantha Lewis, Wilson Sonsini Goodrich & Rosati
Darien Louie, Wells Fargo
Alison Marks, The Volunteer Center Serving San Francisco and San Mateo Counties
Dalya Massachi
Eric McDonnell, United Way of the Bay Area
Dee Dee Mendoza, Young Nonprofit Professionals Network
Joanna Messing, REDF
Holly Minch, SPIN Project
Judy Murphy, Y & H Soda Foundation
Tracy Murray, The Volunteer Center Serving Contra Costa and Alameda Counties
Michael Nadar, Wilson Sonini Goodrich & Rosati
Matthew Nathan, Young Nonprofit Professionals Network
Nancy Neal, Augment
Greg Neichin, GetActive Software
Kathleen Odne, The Dean and Margaret Leshner Foundation
Matt O'Grady, Taproot Foundation
Chris Palmer, Electronic Frontier Foundation
Robert Palmer, Platzner & Co.
Rob Pascual, Asian & Pacific Islander Wellness Center
Mildred Patubo, Merrill Lynch
Arnold Perkins, Alameda County Department of Public Health
Barbara Pierce
Ryan Pintado-Vertner
Simon Poulton, Colliers International
Judi Powell, Peninsula Community Foundation
JC Rafferty, Girl Friday Productions

Esther Ratterree, Armanino McKenna
Kathleen Reich, The David & Lucile Packard Foundation
Rosi Reyes, SPIN Project
David Robbins
Amari Romero-Thomas, United Way Silicon Valley
Stephanie Roth, Grassroots Fundraising Journal
Ron Rowell, The San Francisco Foundation
Andrew Russo
Diane Sanchez, East Bay Community Foundation
Patrick Santana, TraversoSantana Design
Tracy Schmidt
Yael Schy, Dramatic Strides Consulting
Janelle Secreto
Mel Shaw, Saad & Shaw
Kathe Shaw-Bassett, Raising More Money
Tom Silk, Silk, Adler & Colvin
Laura Simpson, City of Walnut Creek
Jerry Skomer, Alternative Telecom & Networks
Rich Snowdon
Brenda Solorzano, The California Endowment
Bill Somerville, Philanthropic Ventures Foundation
Rhonnell Sotelo, Stuart Foundation
Sterling Speirn, Peninsula Community Foundation
Cherlyn Spencer, Alameda County Healthcare Foundation
Jonathan Stein
Michael Stein
Jeff Sunshine, Community Foundation Silicon Valley
Margaret Tamisiea, Adobe Systems
Cynthia Taylor, Oasis for Girls
Paulette Traverso, TraversoSantana Design
Bruce Truitt, Interaction Institute for Social Change
Bob Uyeki, Y&H Soda Foundation
Joseph W. Valentine, Morris Stulsaft Foundation
Anne Vally, The James Irvine Foundation
Gloria Valoris
Josh Wagner, Plan Right
Mark Walker, United Way Silicon Valley
Morrie Warshawski
Peggy White, Diablo Regional Arts Association
Bob Winn
Linda Wood, Evelyn & Walter Haas, Jr. Fund
Stephanie Yang, The Women's Foundation
Soon-Chart Yu
Bob Zimmerman, Zimmerman Lehman
Armando Zumaya, Bay Area School Reform Collaborative

Selected Consulting Clients & Speaking Engagements

Nonprofits and foundations choose CompassPoint staff to work with them on business/strategy development, Executive Transitions, succession planning, boards of directors, fundraising strategy, cultural competence, leadership and more. They book CompassPoint staff as keynote speakers and conference presenters, and for curriculum development, webinar development and presentation, and research. We are grateful for the opportunities to work with today's leaders and leading organizations.

Beyond the Bay Area:

(a sample from 26)

Annie E. Casey Foundation
Central Sierra Environmental Resource Center
Hawai'i Community Foundation
Inland AIDS Project
National Health Law Program
New Mexico Community Foundation
New York State Black Gay Network
The Arc of Hilo
Ventura County Department of Public Health
Women Chef and Restaurateurs

East Bay:

(a sample from 30)

Alameda Point Collaborative
Berkeley Food and Housing Project
Chabot Space and Science Center
Data Center
Destiny Arts Center
Family Independence Institute
Matilda E. Brown Home
Pacific Center for Human Growth
Rockwood Leadership
Solano County Library Foundation
Team Up for Youth

Marin and North Bay:

(a sample from 5)

Alliance for Technology Access
Volunteer Center of Sonoma County
West Marin Senior Services

Peninsula and South Bay:

(a sample from 44)

Asian Americans for Community Involvement
Big Brothers Big Sisters of Santa Clara County
Committee for Green Foothills
Cultural Initiatives Silicon Valley
Hispanic Foundation of Silicon Valley
India Community Center
Indian Health Center of Santa Clara
InnVision the Way Home
Mid-Peninsula Housing Organization
Pajaro Valley Shelter Services
RAFT
San Jose Museum of Art
Santa Cruz Women's Health Center
Sensory Access Foundation
Stanford Executive Program for Philanthropy Leaders
Teatro Vision
Thrive- The Alliance of Nonprofits for San Mateo County
United Way Silicon Valley

San Francisco:

(a sample from 74)

Asian and Pacific Islander Health Forum
Asian Law Caucus
Black Coalition on AIDS
California Pan-Ethnic Health Network
Communities for a Better Environment
Continuum
Dolores Huerta Learning Academy
Glide Foundation
Health Initiatives for Youth
Homeless Garden Project
Jewish Vocational Services
LISC of San Francisco
National Alliance for the Mentally Ill
Northern California Grantmakers
Project Inform, Inc
Purple Moon Dance Project
San Francisco Department of Public Health
San Francisco Gay Men's Community Initiative
San Francisco Women Against Rape
Services, Immigrant Rights and Education Network
Tenderloin AIDS Resource Center
Vietnamese Community Center of San Francisco
Women's Community Clinic

Audited Consolidated Statement

Statement of Financial Position - December 31, 2005

Audited Consolidated Statement Statement of Financial Position - December 31, 2005

ASSETS	Cash and cash equivalents	\$	988,270
	Certificates of deposit		199,545
	Contributions receivable, net		737,818
	Accounts receivable		506,906
	Inventory		31,816
	Prepaid expenses		72,425
	Other assets		81,997
	Property and equipment, net		160,857
	Total assets		<u>2,779,634</u>
LIABILITIES AND NET ASSETS	Liabilities:		
	Accounts payable and accrued liabilities		629,005
	Deferred revenue		18,400
	Total liabilities		<u>647,405</u>
	Net assets:		
	Unrestricted		939,588
	Temporarily restricted		<u>1,192,641</u>
	Total net assets		<u>2,132,229</u>
	Total liabilities and net assets	\$	<u>2,779,634</u>

Statement of Activities

January 1 through December 31, 2005

		Unrestricted	Temporarily Restricted	Total
SUPPORT AND REVENUE	Support:			
	Foundations	\$ 22,270	\$ 1,486,638	\$ 1,508,908
	Individuals	48,036	9,040	57,076
	Corporations	6,175	72,618	78,793
	Donated materials and services	<u>88,455</u>	<u>50,000</u>	<u>138,455</u>
	Total support	164,936	1,618,296	1,783,232
				-
	Revenue:			
	Government contracts:			
	Consulting	349,877		349,877
	Training and workshops	31,151		31,151
	Consulting	910,617		910,617
	Workshops and conferences	652,727		652,727
	Publications	80,609		80,609
	Royalties	12,728		12,728
	Interest Income	25,518		25,518
	Other	<u>154,170</u>		<u>154,170</u>
		2,217,397	-	2,217,397
				-
	Pass-through government contracts:			
	Designated amount	230,329		230,329
	Amount of pass-through	<u>(229,579)</u>		<u>(229,579)</u>
	Administrative fee revenue	<u>750</u>	-	<u>750</u>
	Total revenue	2,218,147	-	2,218,147
	Net Assets released from restrictions	<u>1,899,078</u>	<u>(1,899,078)</u>	<u>-</u>
	Total support and revenue	4,282,161	(280,782)	4,001,379
EXPENSES	Program	3,432,499		3,432,499
	Management and general	681,389		681,389
	Fundraising	<u>115,673</u>		<u>115,673</u>
	Total expenses	<u>4,229,561</u>	-	<u>4,229,561</u>
	Change in net assets	52,600	(280,782)	(228,182)
	Net assets, beginning of year	<u>886,988</u>	<u>1,473,423</u>	<u>2,360,411</u>
	Net assets, end of year	\$ 939,588	\$ 1,192,641	\$ 2,132,229