Focusing Philanthropy is a 501(c)3 nonprofit organization that believes donations should be made with the same level of strategic intent, information, and confidence as other investments. We target serious human challenges that individual donors can successfully address, choose tactics that are demonstrably effective, identify confidence-inspiring implementing partners, conduct ongoing monitoring, and assure substantive reporting. These services are provided free to both donors and partners in an effort to scale interventions that work.

January 2019

Can we find ways to achieve profound improvements in the lives of people facing serious challenges here and around the world? That was the question in 2012. The answer at the end of 2018 is, emphatically, yes.

Working together, you and we have enabled tens of thousands of children to improve their reading skills; stay engaged in school through graduation; make healthier life-affecting personal choices; and get the advocacy they need if, through no fault of their own, they are in the foster youth system. We have helped hundreds of thousands of hard-working subsistence farmers and their families lift themselves permanently out of starvation poverty. We have made it possible for refugees from throughout Africa and the Middle East to have a future. Together, we have restored sight to the blind and launched people in jobs that offer upward mobility, good wages and a sense of self-worth.

All this, and more, has been possible because a group of motivated people have come together to match resources and well-vetted opportunity to help those who were dealt a tough hand get a chance for a better life.

Now we ask a new question. We now know that the path we are on yields confirmed, confident, life-changing impacts at scale. Can we – and will we – build on what we have done together to achieve much more? We don’t need to wait another six years for the answer. Of course we can. Together, we have the will, the opportunity, the experience and the resources. Let’s do it!

Larry Gilson
Chairman
Impact since inception at a glance

765,351 lives changed
$29.9 million contributed
70 successful campaigns
114 diligence and monitoring visits

Funding by organization*

- Scripps College Academy: $0.5 M
- Catalyst Kitchens: $0.7 M
- charity: water: $0.8 M
- SHOFCO: $1.1 M
- RefugePoint: $1.3 M
- Spark: $1.9 M
- Timmy Global Health: $1.9 M
- Peer Health Exchange: $1.9 M
- CASA: $2.2 M
- Historical Partners: $2.5 M
- Seva Foundation: $3.2 M
- One Acre Fund: $3.3 M
- Reading Partners: $3.5 M

*100% of overhead costs are covered by our founders
Through the leverage of our matching campaigns, the impact of our donors' contributions was multiplied by 2x:

This has transformed an additional 326,535 lives as a result:
<table>
<thead>
<tr>
<th>Internationally</th>
<th>In the United States</th>
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<tbody>
<tr>
<td>452,516 subsistence farm family members permanently out of starvation poverty through our partnership with One Acre Fund</td>
<td>1,295 disengaged middle school drop-out candidates on track to graduate high school 92% of the time with Spark</td>
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<td>46,289 blind people can see again as a result of sight-restoring surgeries with Seva Foundation</td>
<td>7,652 ninth graders received semester-long health education curriculum to help address personal health choices, peer pressure, bullying, and mental health issues with Peer Health Exchange</td>
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<td>38,260 villagers have clean water and sanitation with charity: water</td>
<td>413 low-income high school girls without credible prior college prospects admitted to top colleges and universities with Scripps College Academy</td>
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<tr>
<td>50,454 of the world’s most vulnerable refugees have been resettled with RefugePoint</td>
<td>1,149 foster youth served by specially-trained, court appointed advocates with Court Appointed Special Advocates (CASA)</td>
</tr>
<tr>
<td>88,931 people received primary medical care and specialized services with Timmy Global Health</td>
<td>2,379 homeless or recently incarcerated received culinary job training and wrap-around social services, then obtained good-paying jobs with Catalyst Kitchens</td>
</tr>
<tr>
<td>40,304 slum residents have permanent access to high quality health care with Shining Hope for Communities (SHOFCO)</td>
<td>3,105 underperforming elementary school students closed the gap with their reading-proficient peers with Reading Partners</td>
</tr>
<tr>
<td>450 extremely poor, academically promising girls are getting an excellent K-8 education in Africa’s largest slum each year at a school we built with SHOFCO</td>
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</tbody>
</table>
114 site visits worldwide
2018 Impact at a glance

335,230 lives changed
$8.1 million contributed
13 nonprofit implementing partners
16 diligence and monitoring visits

Funding by campaign
$6,722,609 was deployed to 20 curated giving initiatives:

- Eradicating Hunger Across Africa: 28%
- Emergency Refugee Response Fund: 15%
- 7th Annual World Sight Day: 9%
- 2018 Impact at a glance: 2%
- 2018 Impact at a glance: 1%
- 2018 Impact at a glance: 1%
- 2018 Impact at a glance: 1%
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Leverage
Through the leverage of our matching campaigns, the impact of our donors’ contributions was multiplied by 2.3x:

$6,722,609

- $2,867,250
  - Dollars
- 335,230
  - Lives

This has transformed an additional 210,952 lives as a result:
2018 Highlights
Serving more foster youth in California

After five years of successful matching campaigns with CASA programs in Los Angeles and San Diego counties—through which we raised more than $2.2 million to provide life-changing advocacy for 1,149 foster youth—Focusing Philanthropy laid the foundation for its first-ever Riverside County CASA campaign.

Two-Thirds of California Foster Youth Reside in Three Counties

Los Angeles, San Diego, and Riverside counties are home to ~40,000 of the ~60,000 foster youth in the state of California. In partnership with CASA of Los Angeles and Voices For Children, Focusing Philanthropy now serves all three critical regions:

Court Appointed Special Advocates for Children (CASA) is a network of local and state programs that recruit, train, and support citizen-volunteers to advocate for foster youth in the Court, classroom, and community. CASA volunteers are appointed by judges and matched with a single child or sibling group until permanency is achieved or the case is closed. For many foster children, CASAs are the only consistent adult presence in their lives.

Since 2014, Focusing Philanthropy has developed a deep partnership with two CASA programs in Southern California: CASA of Los Angeles and Voices For Children in San Diego.

Our matching campaigns with CASA of Los Angeles have focused on building capacity in recruitment, training, and management of volunteers. As a result, the program has increased the size of its volunteer cadre and therefore the number of foster youth served.

Through joint initiatives with Voices For Children, we have helped achieve and maintain its goal of serving every foster child in San Diego County.

Voices For Children has operated the San Diego CASA program for nearly 30 years, and it has become one of the top three largest and most successful programs of ~950 nationwide.

In 2015, the State of California Judicial Council asked Voices For Children to help rebuild the failed CASA program in Riverside County. Voices For Children assumed responsibility for the program the following year and has since exceeded initial goals.

In 2018, Focusing Philanthropy and Voices For Children began working together on a plan for sustainable growth in Riverside County. Our “Fostering Growth” matching campaign launched in early 2019 and aims to catalyze the expansion of the Riverside CASA program by: raising awareness, recruiting appropriate and committed volunteers, and implementing innovative volunteer retention strategies to ensure the continuity of relationships children have with their CASAs.
2018 Highlights
Eradicating hunger across Africa

Focusing Philanthropy is partnering with One Acre Fund on a two-year matching campaign to raise $2.2 million to help 45,330 subsistence farmers and their families—comprising 271,980 total farm family members—grow their way out of hunger and build lasting pathways to prosperity.

One Acre Fund offers farm families high-quality seed, environmentally appropriate fertilizer, crop insurance, funeral insurance, ongoing farming advice, and go-to-market assistance, consistently resulting in an over 50% gain in farm income on supported activities. Our 2018-19 “Eradicating Hunger Across Africa” matching campaign aims to launch One Acre Fund’s proven program in two key growth markets by:

1. Establishing and scaling a pilot in Nigeria, One Acre Fund’s first initiative in West Africa; Nigeria has the largest population and most smallholder farmers of any African country—a market as large, by itself, as all other geographies currently served by One Acre Fund combined

2. Adapting One Acre Fund’s core model to serve additional regions in Kenya, creating the conditions to provide full market impact

After a successful first year, we are already reaching new farm families in Kenya and are setting the foundation for enormous growth in Nigeria.

Focusing Philanthropy has previously been the catalytic funder of One Acre Fund’s expansion into Tanzania, Uganda, Malawi, and Zambia. With the success of additional program rollouts (in progress and planned), One Acre Fund forecasts that more than half of the nearly 6 million farmers it anticipates serving by 2030 will be in geographies where we have funded the launch.

Considering there are six members in the average farm family, this means that ~18 million people will be permanently out of starvation poverty as a result of our catalytic support.
In response to the continued humanitarian crisis in North Africa, Focusing Philanthropy and RefugePoint successfully assembled a $1,000,000 emergency fund to support the resettlement into European Union countries of up to 50,000 unaccompanied children and other highly vulnerable refugees in 2018-19.

Pushed by new and long-standing wars and conflicts, tens of thousands of refugees from across Africa and the Middle East are flooding into North African countries with the hope of crossing the Mediterranean Sea and finding security in Europe.

Over 57,000 (with more on the way) are now trapped in Libya, a politically unstable country that has become a global center of child trafficking and slavery. About 25% of these refugees are unaccompanied children. The vast majority are teenagers and young adults.

Led by the UN and the European Union, an emergency effort is underway to evacuate refugees from Libya to the adjacent country of Niger, with the ultimate goal of safe resettlement into European countries. The EU has proposed a collective quota of 50,000 slots for 2018-19.

Our 1:1 matching campaign launched in May 2018 and originally aimed to raise $800,000 to augment RefugePoint’s presence in Niger, Libya and Senegal, leveraging its deep experience and credibility in serving the world’s most at-risk refugees to address the crisis in three ways:

**Direct Service** – Direct case management for the resettlement of 2,100 unaccompanied children and other refugees most at risk

**Field Building** – Training of UNHCR staff, local governments, and NGOs to perform resettlement services at a far greater scale

**Systems Change** – RefugePoint staff in Geneva to work with UNHCR headquarters to increase the effectiveness of response efforts

The campaign was an immediate fundraising success; even after increasing the initiative to $1 million, we raised the entire two-year goal within seven months. Incremental funds were used to expand RefugePoint’s resettlement efforts from Egypt and Chad in order to prevent Libya-bound refugees from risking their lives via common trafficking routes through these countries.

The EU resettled 9,642 refugees in the first eight months of 2018. Five months into our initiative, RefugePoint staff had provided direct support in all five campaign countries to over 4,000 refugees, of whom half were children.
2018 Highlights
Welcoming a new program partner

After a year of due diligence and multiple site visits across the country, Per Scholas stood out among national workforce development programs for its evidence-based, proven technology training model and was officially added to Focusing Philanthropy’s list of 13 implementing partners in September 2018.

In low-income communities, the unemployment rate is 10% compared to the national average of 4.1%. Among the employed, 60% of Latinos and over 50% of African Americans earn less than $15 per hour.

At the same time, 40% of employers nationwide cannot find employees with the skills necessary for entry-level jobs. Studies predict that by the year 2022, there will be 1.8 million unfilled technology jobs in the U.S.

Per Scholas has expanded to seven major cities and continues to replicate outstanding job placement and wage growth across the country. Nationally, 85% of students complete the program and 80% of graduates land jobs in technology. It is not unusual for new employees to quadruple their income:

<table>
<thead>
<tr>
<th>Average pre-training income</th>
<th>Average post-training income</th>
</tr>
</thead>
<tbody>
<tr>
<td>$9,000</td>
<td>$36,000</td>
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</table>

We know that inadequate education and a lack of job training are two of the many root causes of poverty, and that workforce development programs are an effective intervention method.

Of all such programs we screened, Per Scholas was unique in that it partners with local companies to specifically train students for jobs relevant to employer hiring needs.

Its proven model of intensive, tuition-free training, placement, and career development provides graduates with a direct on-ramp to tech careers in 19 weeks or less, while offering employers access to a previously untapped talent pipeline of highly skilled, hard-working adults from non-traditional backgrounds.

Per Scholas students are 90% people of color and 30% women, groups decidedly underrepresented in IT employment today.

We recently launched our first joint matching initiative to fund four new Per Scholas classrooms in 2019, which will add 92 extra seats and the annual capacity for three additional training cycles at existing locations in Atlanta, The Bronx, Columbus, and Dallas.

Per Scholas aims to open four new sites in the next five years, and we plan to support the establishment of additional programs and tailored course curricula that will further close the technology skills gap across the country.

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We have accomplished powerful things together

For more information, please contact:

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