



# 2022 Annual Report

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.

March 2023

We launched Focusing Philanthropy 11 years ago to help donors learn about and choose among high impact nonprofits, knowing that the organizations and programs they supported were well vetted, continuously monitored, and honestly reported on. It is gratifying that more and more families are attracted to that value proposition.

We have always been clear that our duty of loyalty is to our donors, whose goals and expectations we reflect as we relate to them and to our nonprofit implementing partners. Of course, raising money is not the real goal. In everything we do, we seek to improve the lives of as many people as possible who were dealt a tough hand. In our first year, we were proud to have helped about 8,000 people. In 2022, we conservatively estimate we profoundly improved the lives of 2,955,809 people. How has this been possible? Through our loyal donors; our strong team; our adherence to practices that focus on real, cost-effective, leveraged human impact; and the effectiveness of our amazing implementing partners.

We have, of course, also evolved organizationally. Our team has grown, our processes are stronger, and our portfolio of nonprofit partners has diversified. We are now on the cusp of our next phase. For the first 11 years, I wore two hats: Board Chair and Executive Director. Our growth now calls for the division of the two roles. I will remain as Chairman, guiding long-term strategy and continuing my enjoyable relationships with donors and nonprofit partners. Teresa Cisneros Burton is our new Executive Director. She has played a central role in the growth of Focusing Philanthropy over her five years with us. She has also chaired a significant L.A. nonprofit and served on several other nonprofit boards. A graduate of Yale and NYU law school, she prosecuted slum lord and child custody cases earlier in her career. The rest of our Board, her FP colleagues, and I are thrilled that she will lead the team through the next phase of growth.

When you read the rest of this report, I hope you see two things: the profound impact of your generosity and the prospect that, together, we can accomplish even more.



Larry Gilson  
Chairman





# Impact since inception at a glance

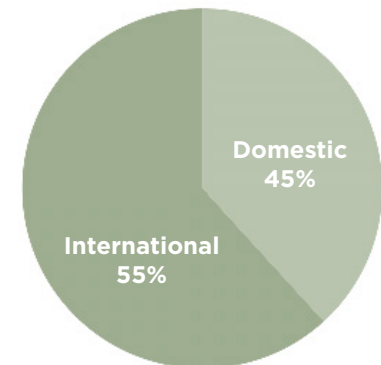
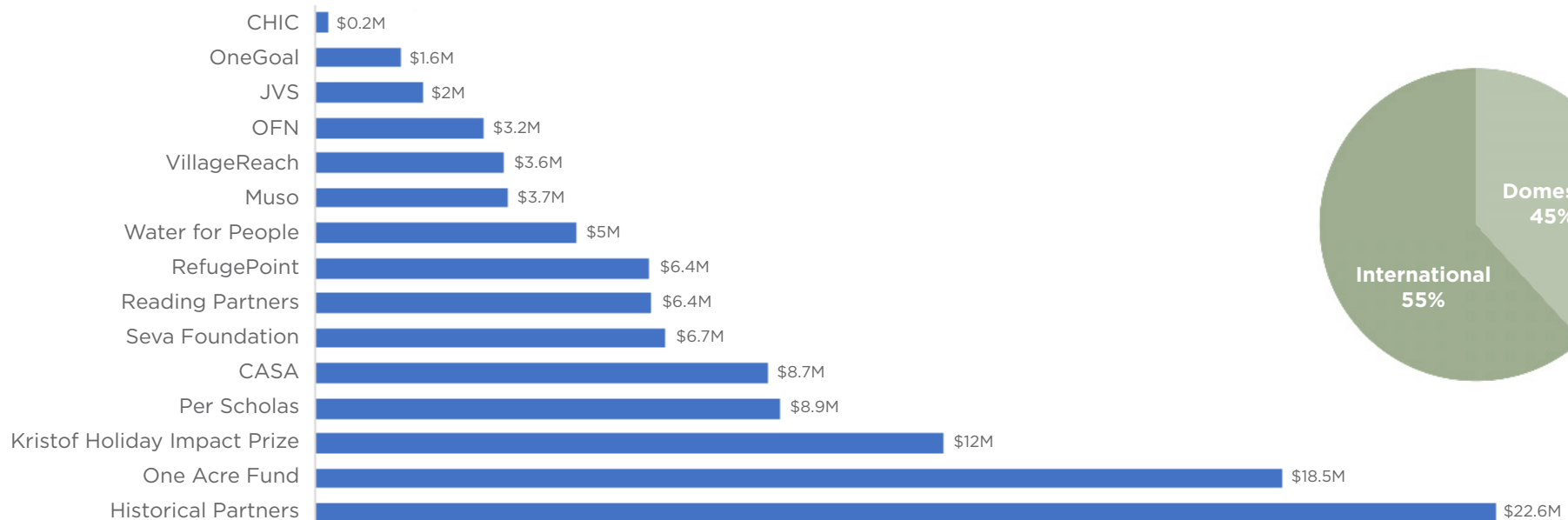
**13,003,691** lives changed

**\$117.3** million contributed

**164** successful campaigns

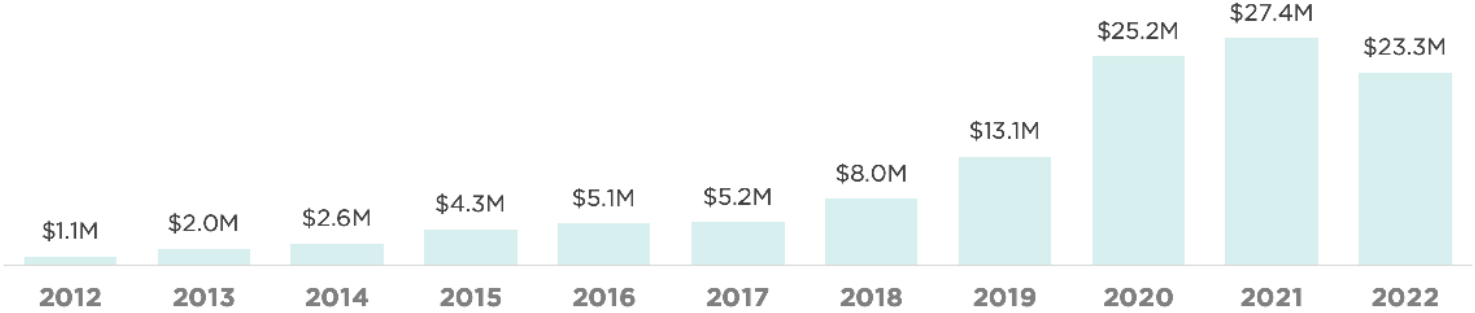
**198** diligence and monitoring visits

## Funding by organization\*

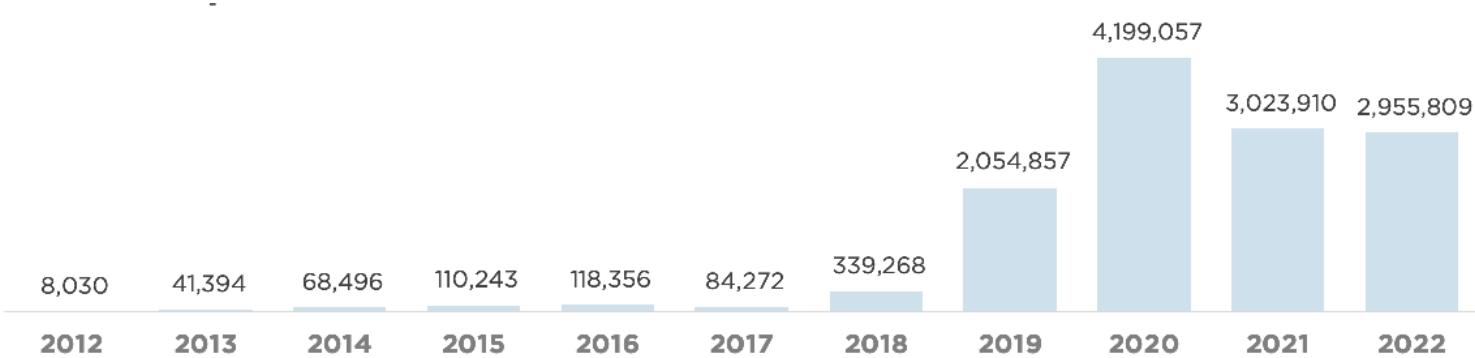


*\*100% of overhead costs are covered by our founders and a small group of dedicated supporters known as the "Friends of FP"*

Dollars per year



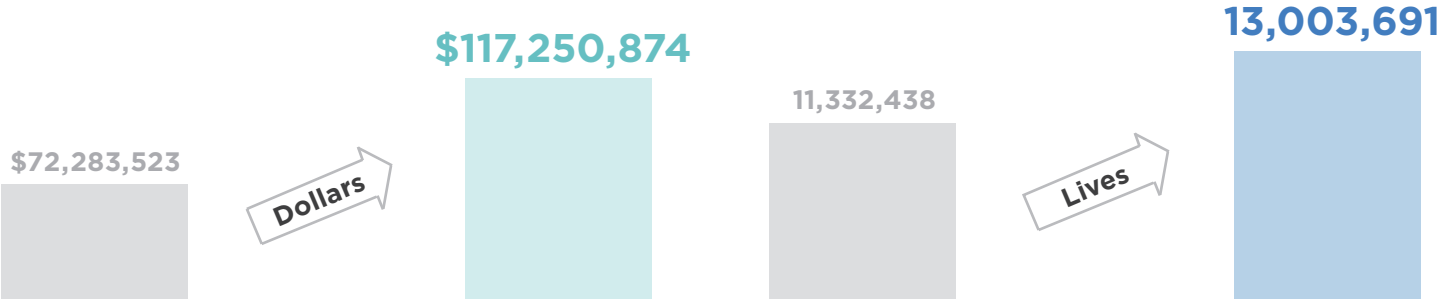
Lives per year



Leverage to date

Through the leverage of our matching campaigns, the impact of our donors' contributions was multiplied by 1.6x:

This has transformed an additional 1,671,253 lives as a result:



## Transforming lives here and around the world

### Internationally

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514,097 subsistence farm family members are permanently out of starvation poverty through our partnership with [One Acre Fund](#)

9,570,143 members of Africa's rural poor are building long-term cashable savings plans through a transformative tree planting initiative with [One Acre Fund](#)

70,951 blind people can see again as a result of sight-restoring surgeries with [Seva Foundation](#)

129,930 people are gaining access to clean water, sanitation, and hygiene training with [Water for People](#)

43,074 of the world's most vulnerable refugees are being resettled with [RefugePoint](#)

3,234 urban refugees are on a path to self-sufficiency through the delivery of interventions such as shelter, healthcare, and business training with [RefugePoint](#)

700,000 remote community members are receiving lifesaving medicines and vaccines via drone technology with [VillageReach](#)

15,036 un- or under-immunized children are completing their vaccinations with [VillageReach](#)

153,772 people are gaining access to proactive, community-led healthcare at no cost with [Muso](#)

### In the United States

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5,635 foster youth are receiving a full year of life-changing, intensive advocacy provided by a rigorously trained citizen volunteer with [Court Appointed Special Advocates \(CASA\)](#)

32,537 low-income individuals are attending an IT job training course providing intensive hands-on technical skills, job placement, and career development services with [Per Scholas](#)

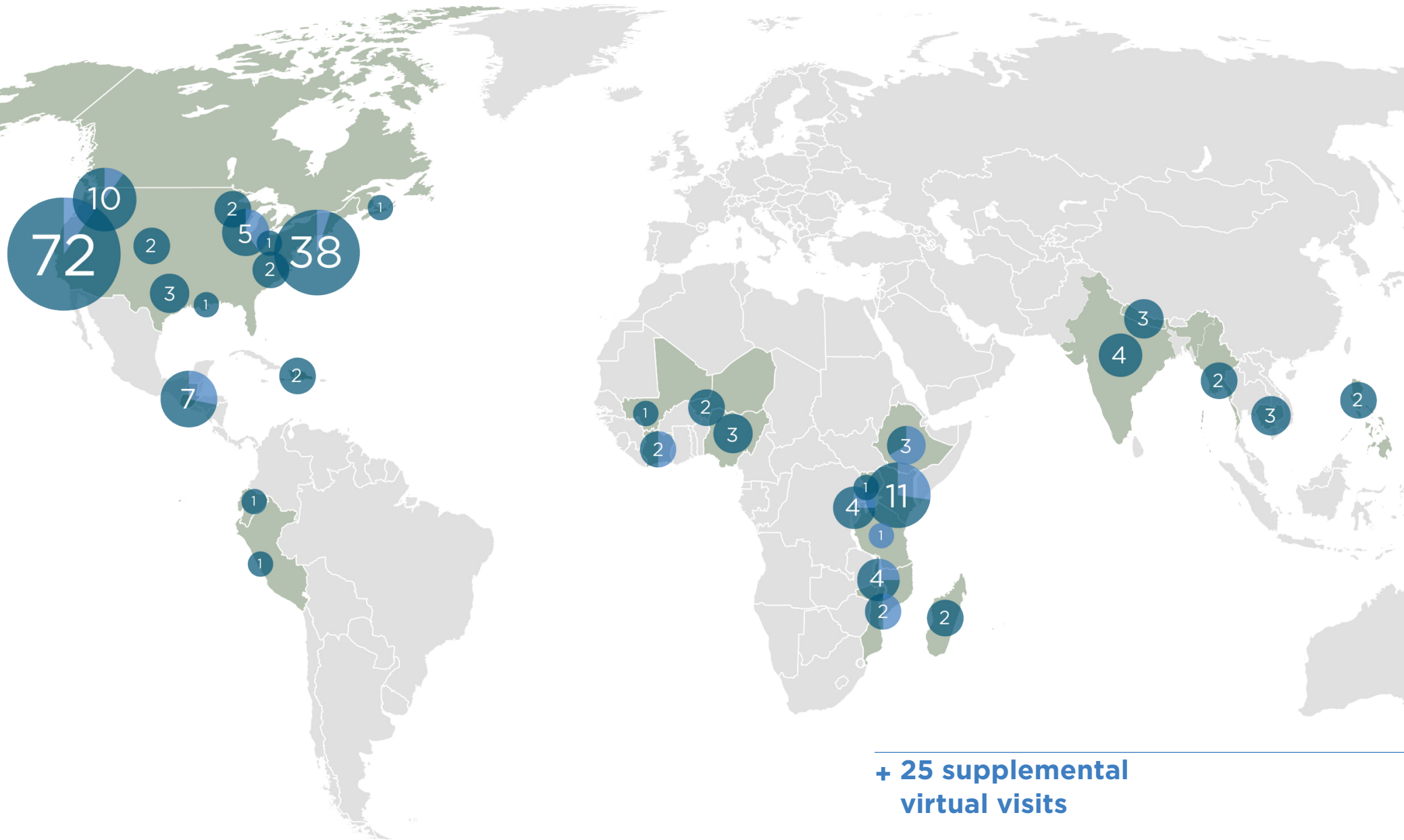
1,085 young people without prior credible college prospects are receiving one year of a program proven to dramatically increase post-secondary success with [OneGoal](#)

554 people facing barriers to employment are gaining the training and support needed to begin high-demand careers in healthcare with [JVS](#)

5,099 people from low-wealth communities are benefiting from affordable home or small business loans and financial mentoring with [Opportunity Finance Network \(OFN\)](#)

6,386 underperforming elementary school students are closing the literacy gap with their reading-proficient peers with [Reading Partners](#)

**173 in-person  
site visits  
worldwide**



**+ 25 supplemental  
virtual visits**



# 2022 Impact at a glance

**2,955,809** lives changed

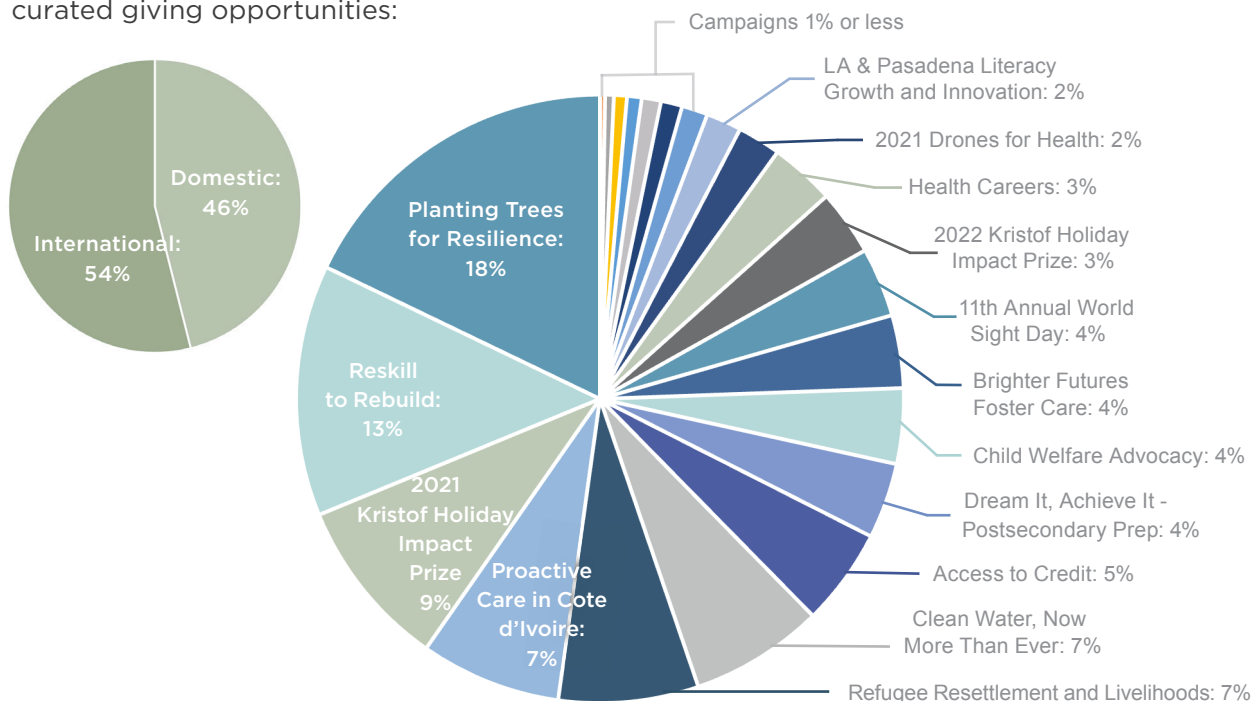
**\$23.7** million contributed

**13** nonprofit implementing partners

**29** diligence and monitoring visits

## Funding by initiative

\$21,719,847 was deployed to 23 curated giving opportunities:

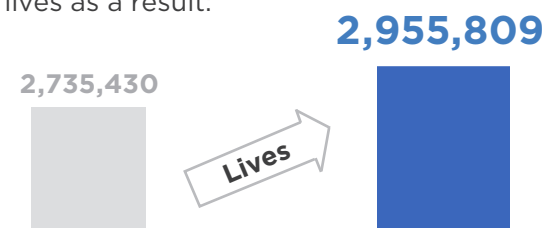


## Leverage

Through the leverage of our matching campaigns, the impact of our donors' contributions was multiplied by 1.5x:



This has transformed an additional 220,379 lives as a result:





# 2022 Highlights

## Ending Avoidable Blindness in Guatemala

We have supported Seva Foundation and their partner Visualiza, a leading eye institution in Guatemala, since 2012. In 2022, Seva and Visualiza launched an unprecedented plan to systematically end preventable and curable blindness in Guatemala in 10 years, creating a blueprint that can be scaled around the world.



In the developing world, blindness or debilitating visual impairment can trigger an economic crisis for a family. It often means not one but two people out of work or school: the person who cannot see and another family member to act as their caretaker. Nearly 650,000 Guatemalans suffer from vision loss that could be cured with a simple 10-minute cataract surgery or a pair of eyeglasses. But the cost of treatment, and the distance one must travel to receive it, are insurmountable barriers to the rural poor.

Seva Foundation works with local communities and 100+ partner hospitals to develop sustainable programs that preserve and restore sight in areas with little to no access to eye care. Since 1978, Seva has provided surgeries, eyeglasses, medicine, and other vital vision services to more than 50 million people in 20+ countries.

The Global Sight Initiative (GSI) is Seva's evidence-based eye care delivery model comprised of collaborating international NGOs, mentor institutions, and mentee hospitals. A key component of the program is using the profits

from patients who are willing to pay market rates to help cover the cost of free or highly-subsidized care for those who cannot. This creates self-sustaining eye care systems in which no one is turned away for lack of funds.

In 2022, Seva launched a 10-year plan to end avoidable blindness in Guatemala by scaling the GSI model nationally. Working with Visualiza, its local partner of 15+ years, the effort includes:

Learnings will be documented in a playbook for scaling the GSI model first throughout Latin America and eventually worldwide.

Visualiza operates vision centers and eye hospitals across Guatemala using the GSI model. Vision centers are permanent facilities in remote communities equipped to meet 80% of eye care needs and provide referrals to main hospitals for patients who require more advanced treatment.

As a leading eye care provider in the region, Visualiza serves as a mentor to six mentee hospitals in as many Latin American countries. Although it employs only 4% of Guatemala's ophthalmologists, it performs 36% of the nation's cataract surgeries.

Focusing Philanthropy has supported Visualiza's sight-restoring surgeries since our first annual matching campaign with Seva in 2012. During our three diligence trips to Guatemala, we have watched Visualiza grow from two hospitals to three hospitals and 10 vision centers while continuing to improve upon its extraordinary speed and quality of care.



**5 new hospitals,  
30 vision centers**



**An affordable local  
supply chain**



**Intensive outreach  
to create demand**



**Training on high-  
volume methods**



**Real-time field data  
via new technology**



# 2022 Highlights

## Bringing Proactive Care to Côte d'Ivoire

In partnership with Muso, we launched a two-year \$3 million matching campaign to scale its proven healthcare model beyond Mali's borders for the first time. 247,000 patients across Côte d'Ivoire are gaining access to rapid doorstep and clinical care without fees through our inaugural funding.



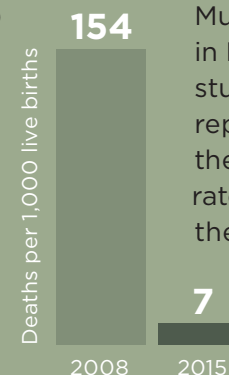
Each year, millions of people die waiting for health care. The worldwide health workforce availability remains at less than 10% of what is needed to deliver essential primary care services. While the shortage is global, it is felt most acutely in low-income countries, regions with the highest disease burden but fewest health workers per capita.

Muso partners with governments to build health systems that save lives by reaching patients faster. Its Proactive Care model employs trusted

members of the community to actively search for patients door-to-door, connecting them to life-saving services early and without cost. These Community Health Workers (CHWs) treat many illnesses in the home and evacuate the sickest patients to redesigned government health centers.

At the clinic level, Muso improves quality and speed of care by building medical staff capacity, making critical infrastructure upgrades, and removing

point of care fees to ensure rapid, universal access for all patients.



Muso CHWs have been delivering care in Mali for the past 15 years. A 2008-2015 study on peri-urban communities served reported outstanding results. At baseline, the area had one of the world's highest rates of child mortality. Seven years later, the same communities had achieved a child mortality rate comparable with that of the United States.

Focusing Philanthropy has supported Muso's work in Mali since 2020 with the hope of future opportunities to scale its proven model to additional geographies. In 2021, after years of preparation, Muso announced plans to expand beyond Mali's borders via a long-term operational research partnership with the Ivorian government. We are now collaborating with Muso on a two-year \$3,000,000 initiative to bring proactive, community-led care to Côte d'Ivoire.



Ivoirians face some of the world's highest rates of maternal and child mortality. Our 2022-2023 campaign will serve 250,000 patients in two regionally and culturally diverse districts—Madinani in the north and Adzopé in the south—enabling Muso to reach sufficient coverage to shape national policy and practice change for Côte d'Ivoire's population of 26 million people.

In addition to free quality care delivered at the doorstep by trained, salaried CHWs, campaign funding supports the rehabilitation of the 49 total primary care clinics across both districts.

In September 2022, we spent two days at Muso's inaugural Proactive Care site in Adzopé and became the first funder to visit the program in Côte d'Ivoire. Muso has since successfully launched 24 sites in Madinani and is on track to complete the final 24 in Adzopé well before our campaign goal of year-end 2023.

# 2022 Highlights

## New Study Affirms OneGoal's Impact

In April 2022, the University of Chicago Inclusive Economy lab released the results of a rigorous, independent evaluation of the OneGoal model. Consistent with OneGoal's internal data, researchers found the program to have significant positive effects across an array of critical postsecondary outcomes.



Students from low-income communities are 1/3 as likely to earn a postsecondary degree compared to their high-income peers.

This disparity, known as “the degree divide” means hundreds of thousands of young people transition to adulthood every year without the skills, experience, and credentials needed to pursue economic opportunity and social mobility.

**The degree divide**



**22%**  
Low-income students

Workers with a high school diploma or GED earn half as much as those with a bachelor's degree and are 48% more likely to be unemployed over the lifetime of their career.

OneGoal targets inequities in the education system and other systemic barriers to support low-income students in achieving postsecondary success. To examine the program's effectiveness, the University of Chicago Inclusive Economy lab partnered with OneGoal and Chicago Public Schools on an impact

evaluation that included more than 7,000 OneGoal Fellows who were expected to graduate from high school between the years of 2011 and 2020. Researchers compared Fellows to students who had similar demographic and academic profiles but no exposure to the program and found that OneGoal participants were:

**46%** More likely to enroll in college

**47%** More likely to persist

**40%** More likely to graduate

The OneGoal model leverages existing high school teachers with a history of producing strong student outcomes to deliver the program as a daily, credit-bearing class in 11th and 12th grade. Cohorts of 25 Fellows are guided through the process of identifying career aspirations, navigating the system, and enrolling in the postsecondary institution of their choice. After graduating high school, students continue to receive individualized support for a full year.

Focusing Philanthropy added OneGoal to our portfolio in 2021. When we compared the program's results to the latest data on postsecondary education from the federal government, participating students were just as likely to enroll and persist one year after high school graduation as their high-income peers.

Now, OneGoal is working to close the postsecondary graduation gap between Fellows

and middle-income students by 2028. At the same time, validating other pathways to success remains a priority. Via relationships with training centers, community organizations, and workforce development agencies, OneGoal has identified 150+ programs to recommend to Fellows seeking alternatives to a 2- or 4-year degree. Our matching campaigns help expand OneGoal's reach and have raised more than \$1.6 million to fund a year of support for 1,085 students.

# 2022 Highlights

## Now Supporting JVS in Three Locations

After a successful joint matching campaign with JVS Boston and JVS San Francisco—through which we raised more than \$750,000 to set 225 individuals facing barriers to employment on entry-level career pathways in healthcare—we added to our portfolio JVS of MetroWest, serving Northeastern New Jersey.



The healthcare sector is the largest and fastest growing employer in the U.S. economy, and, according to the Bureau of Labor Statistics, six of the ten fastest growing occupations are in healthcare. The Labor Department projects that healthcare employment will grow 15% from 2019 to 2029, adding about 2.4 million new jobs (~1.7 million of which will not require a college degree). Additionally, more than eight million people will be needed to replace those who will leave or retire over the next decade.

In 2021, Focusing Philanthropy added JVS to our portfolio to help close the gap. This national network of workforce development nonprofits has a nearly 100-year history of empowering people from traditionally underserved and underrepresented communities to find employment and build careers.

The JVS programs we fund prepare low-income non-college graduates for entry-level career pathways in healthcare in ~2-3 months.



Developed in close collaboration with hospitals and pharmacies to align with state credentialing exams and local employment opportunities, courses combine a mix of technical and soft skills with wraparound social services and job placement for positions including: certified nursing assistant, certified pharmacy technician, certified home health aide, dental assistant, and medical office administrative assistant.

Our JVS partnership began by supporting the well-established, highly-credible healthcare training programs of JVS Boston and JVS San Francisco, with the intention of adding more locations in years to come. After a successful inaugural matching campaign, we were ready to project what we had learned to additional people and geographies.

Regular interaction with the national network led us to a JVS affiliate with the desire to expand its programmatic offerings to include healthcare training. JVS of MetroWest has been serving

communities in Northeastern New Jersey, where 90% of clients live at or below the poverty level, since 1939. Its long history of social service and job skills provision, coupled with a commitment to adapting and localizing the best practices of proven JVS healthcare programs, made it an excellent candidate for our third JVS location.

We added JVS of MetroWest to the FP portfolio in early 2022. Our partnership has made possible the launch and growth of its healthcare program from one to four training tracks in a single year.

To date, our joint matching campaigns with JVS Boston, San Francisco and MetroWest have helped 554 people facing barriers to employment gain the skills and support they need to begin high-demand careers in healthcare. 82% of enrollees complete training and 78% of graduates are employed at starting wages ~2.8x their pre-training income.







# We have accomplished powerful things together

For more information, please contact:

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