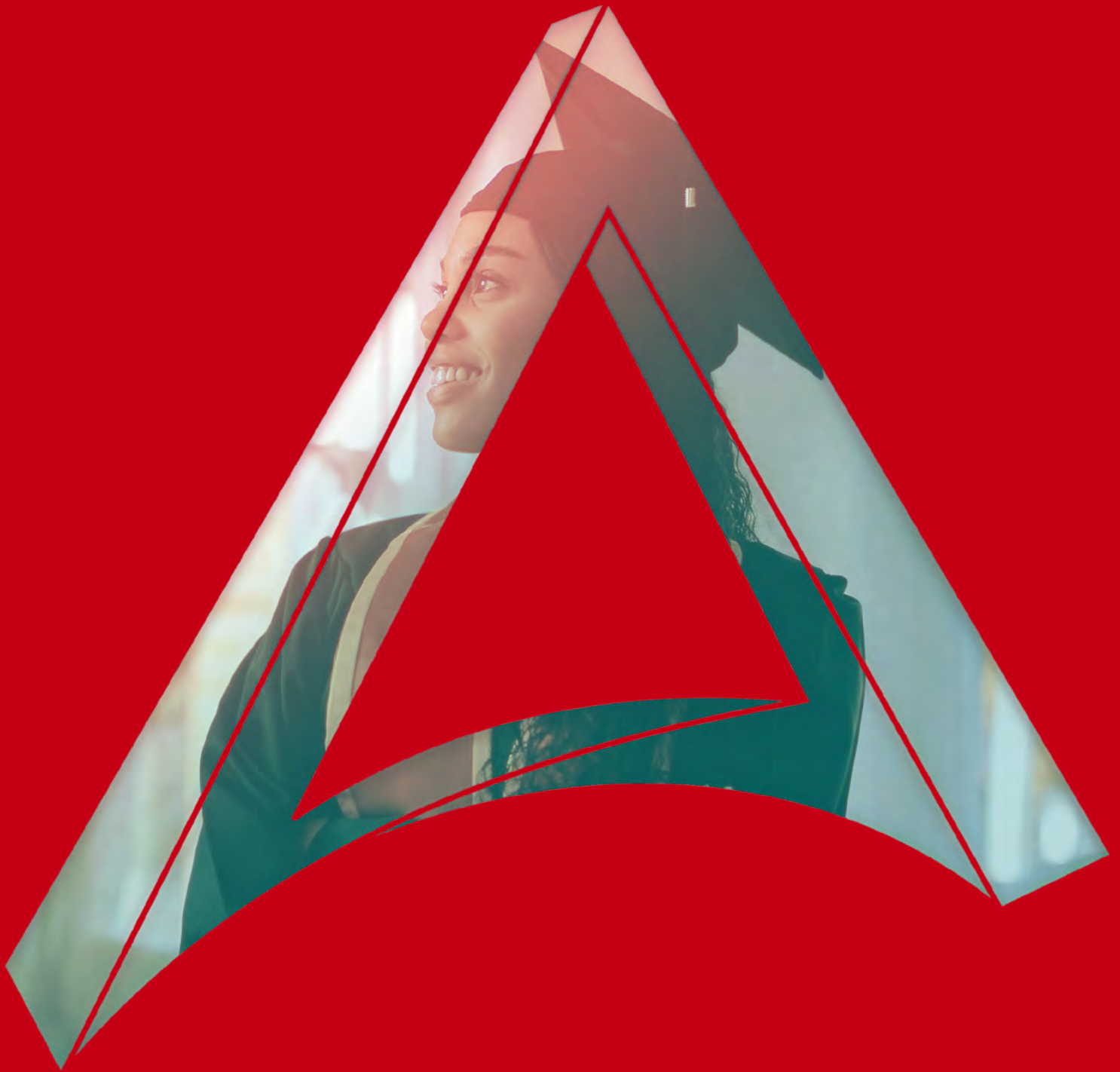


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DELTA SAN FRANCISCO - PENINSULA FOUNDATION
ANNUAL REPORT

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Farralon Udom

Dear Partners, Supporters and Friends,

I write to you for the first time as Chair of the Foundation. It is a privilege to accept the mantle of a wonderful organization from Bessie Stewart-Ross, our outgoing chair.

Bessie led the Foundation for 10 years and she is a brilliant leader. As a retired educator and principal, she's mastered the art of identifying talent, using all the talents of her team - none are too big or too small - to drive toward goals and build a warm and effective community. I have taken many notes and hope to serve the Delta San Francisco-Peninsula Foundation as ably as she has.

In my first address to you, I'm thrilled to report the Foundation's work reached new highs. Certainly that isn't a testament to me: it's the culmination of all the seeds planted and carefully tended by Bessie and the entire Board.

As our communities recover from the Covid-19 pandemic, we hosted three financial literacy seminars. We touched students through our seminar "Cruising Through College", which guided them through the financial aid process. We launched "Onyx Home Buying Series" in partnership with Onyx Realty, which delivered information and tactics to help working adults buy homes in the Bay Area. Finally, we continued with our signature Financial Fortitude programming. This year's focus was "Re-calibrating in the Time of COVID". If the past two years have taught us anything, it is that life brings storms and we want everyone to have the plans and resources in place to weather them.

Thank you to each of our partners who support our work. We have raised over \$100,000 this year! Your financial support and your volunteer hours have helped us keep shining a light to guide our community to achieve their financial dreams, be that buying a home, saving for college, retiring with dignity or helping loved ones. You've allowed us to support 7 scholars, a record number!, as they complete a 4-year college curriculum. Education is the first brick to healthy financial footing. Helping talented, hardworking young women, who've already demonstrated an early commitment to serving their communities is at the heart of why we do what we do.

Our mission is a consistent and persistent one: to improve the quality of life in the San Francisco Peninsula area by supporting programs that foster educational growth. With your continued support, we hope to grow our legacy and leave transformational, generational change in the financial fabric of the Bay Area.

In gratitude,

A handwritten signature in blue ink that reads "Farralon Udom". The signature is fluid and cursive.

Farralon Udom
Chair of the Board of Directors

OUR 2021 BOARD OF DIRECTORS

EXECUTIVE BOARD

Farralon Udom, Chair

Regina Wallace-Jones, Vice Chair

Quita Highsmith, Secretary

Stacy Hovan, Esq., Treasurer

MEMBERS

Abayomi Jones, MD

Barbara Ann Brown

Bessie L. Stewart-Ross

Bettye Price

Crystal-Marie Mitchell

Imo Udom

Jerlena Griffin-Desta, Ph.D.

Monica Eason

Quincy Highsmith



GET INVOLVED

The Foundation awards monetary scholarships to graduating high school seniors to support these deserving students through their journey as college students. Eligibility for the scholarships requires students to demonstrate intellectual promise, good work habits, high character and financial need. We invite you to join us in building better communities - one student at a time.

VOLUNTEER

Share your time, talent and experience with one of our scholarship recipients.

JOIN THE BOARD

Board members create the vision and strategy for the Foundation. If you are looking for a leadership role, Board membership may be for you.

BECOME A PARTNER

If you belong to a business or organization that shares our vision, strategic partnering can help you meet your goals while also helping the Foundation and our scholars.

DONATE

Your monetary contribution helps fund scholarships for high school students entering college. The Delta San Francisco - Peninsula Foundation is a 501(c) 3 organization. All donations are tax deductible. To donate, please visit dsfpf.org or mail your donation to:

Delta San Francisco-Peninsula Foundation
204 East Second Avenue #308
San Mateo, CA 94403

OUR 2021 SCHOLARSHIP RECIPIENTS

**Siyani
Bell**

Howard University
2021 - 2025

**Ahlaya
Martin**

Louisiana State University
2021 - 2025

**Jhasitti
Gardley**

University of California,
Riverside
2020 - 2024

**Tamiya
Fields**

Bennett College
2020 - 2024

**Asha
Baker**

Brown University
2019 - 2023

**Kai
Toney**

University of Oregon
2018 - 2022

**Tamerah
Grady**

Bennett College
2017 - 2021

NOTE: Because we commit to funding four years of each scholarship recipient's education, we maintain a reserve of donations in an investment account. Increased giving enables us to add more scholarship recipients and increase the amounts of funding as we move forward.

NAMING OF **SCHOLARSHIPS FOR 2021**

LEGACY OF GIVING

This year, we are able to award two named scholarships in honor of two long-time supporters of the Foundation and our work. This is Bessie Stewart-Ross's second named scholarship and Evelyn Neely's third named scholarship.

Siyani Bell and Ahlaya Martin are this year's recipients of our 4-year scholarship that provides \$6,000 of assistance annually as these young women complete college.



OUR 2021 COMMUNITY PARTNERS



FEATURE

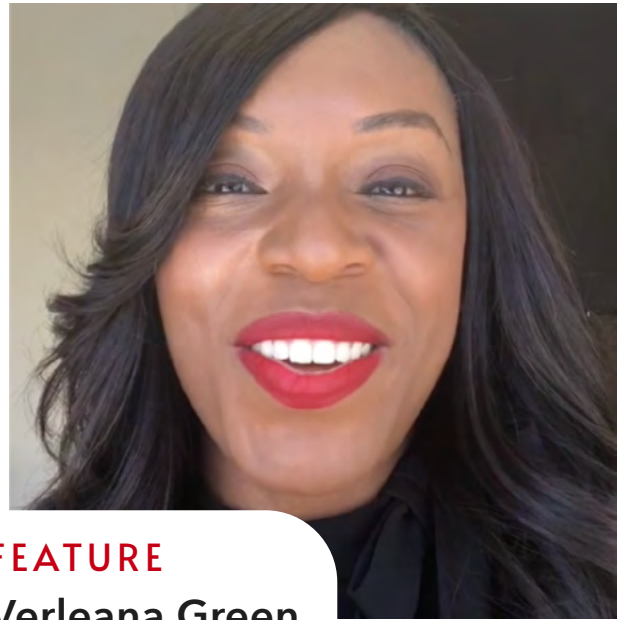
Nneka Jenkins

Instagram: @homesbynneka

Nneka is your go-to for all things real estate.

We appreciate our community partners! Our community partners are people, companies, and organizations committed to providing financial education to our community.

We could not do the work of bringing you excellent community events without our community partners. These partnerships are critical in the execution and planning



FEATURE

Verleana Green

of the foundation's community programs. We appreciate your partnership and look forward to partnering with more of our community in 2022!

If you would like to partner with us to bring excellent community programming in 2022, please contact social@dsfpf.org.

HOME BUYING SEMINAR PATHWAYS TO HOMEOWNERSHIP

Sustainable homeownership is a major vehicle for building wealth and economic opportunity. Black homeownership rates are 43% compared to the overall homeownership rate of 65%.

In partnership with our community partner Nneka Jenkins (Onyx Wealth Realty), board president Farralon Udom and board member and mayor of East Palo Alto Regina Wallace Jones created the program's content and facilitated/moderated all sessions.

Across eight workshop sessions, participants learned how mortgage qualification works,

what to expect from a realtor and heard stories from everyday people who bought property in the Bay Area. Success came in a number of forms: buying multi-family properties in the Bay Area using FHA loans, using an FHA loan to acquire a property in a cheaper market that they then sold and used the proceeds to buy a home in the Bay Area, and buying a property to live in and renting out the other bedrooms to improve the cash flow and make the mortgage payments easier. They also heard from an Enrolled Agent who discussed the importance of documented income and the tax deductions afforded to homeowners.





FINANCIAL HEALTH **RECALIBRATING** IN THE TIME OF COVID

The Foundation’s financial literacy workshop is a cornerstone of how we serve and impact the lives of our community. Our goal is to move beyond community education into facilitating behavioral change in our community participants.

As Brandon Copland says, “Take ownership of your financial education so that you can change not only your life but your family’s life for the better.”

Financial Health: Re-calibrating in the Time of COVID, our theme for 2021, focused on helping people recover from the financial shock caused by COVID, regaining control of their finances, and creating an action to increase their wealth. Our programming was designed to cover a broad range of financial topics enabling each participant to start where they felt comfortable.



Our session topics and leaders included:

Budgeting, with a Focus on Juggling Rapid Changes To Expenses and Income

Farralon Udom, CFA, Financial Advisor,
RBC Wealth Management

Disrupting Generational Poverty

Jasper Smith, CRC, Financial Planner, and Author

Real Estate: Home Buying & Investment Properties

Nneka Jenkins, Realtor, Onyx Wealth Realty

Women and Investing

William Huston, Founder, Bay Street Capital Holdings

The Fundamentals of Investing

Billy Manning, CFP, First VP Financial Advisor,
Morgan Stanley

Estate Planning: Leaving a Legacy to the Ones You Love

Verleana Green, Esq., Founder,
Law Offices of Verleana Green



This was our second year hosting the event virtually via Zoom. The virtual model enabled us to expand our reach to 94 participants. Fifty-one percent of these participants were first-time attendees.

We received great feedback from the participants.

"...There was so much immediately actionable information. I am feeling very motivated. Thank you all for a wonderful event."

"Seeing so many knowledgeable Black folks in finance, law, and real estate... they seem approachable and gave me a lot to think about."

" [There was] diversity of topics, honesty and accessibility of speakers, session recording, [I] felt free to be myself."

Imo Udom chaired the committee with support from Jerleana Griffin-Desta, PhD. and Kimberly Williams. The event could not have been successful without our Platinum sponsor: The Wells Fargo Foundation.



DONOR APPRECIATION

We appreciate the generous donors that give to the Delta San Francisco Foundation. Due to the continuing concern about COVID, 19 we decided to not have a formal event and thanked the donors with hand written thank you notes and gift of San Francisco Ghirardelli chocolates.

HIGHLIGHTS



49

Total Donors



36

Donors

Giving \$250 or More



13

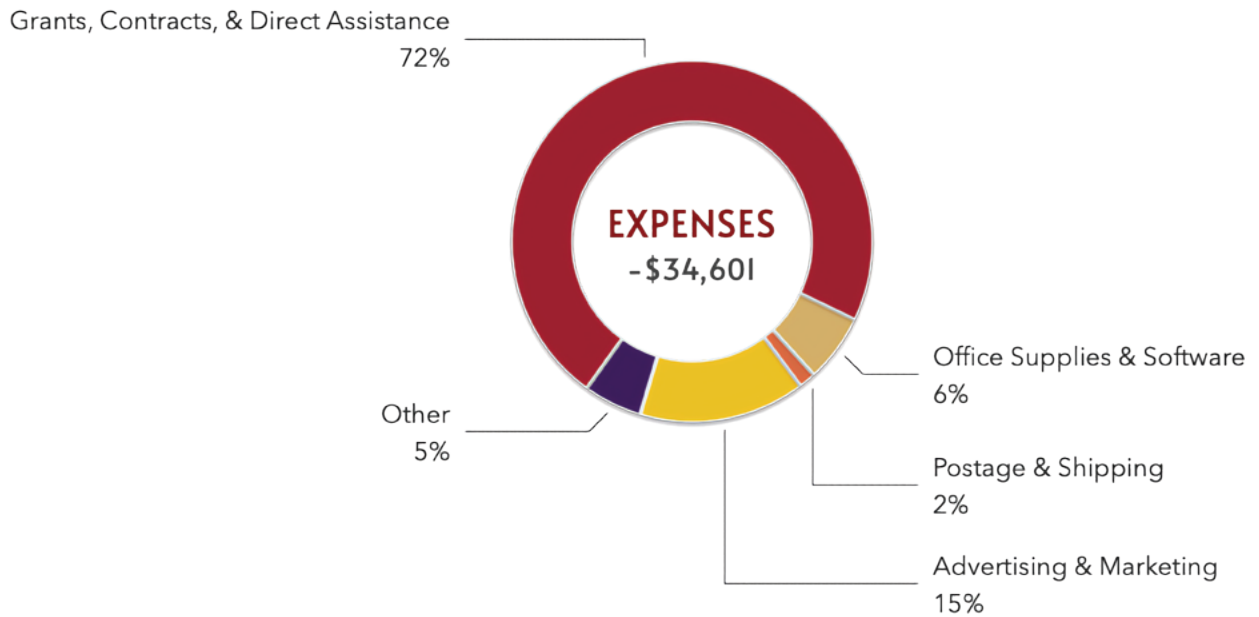
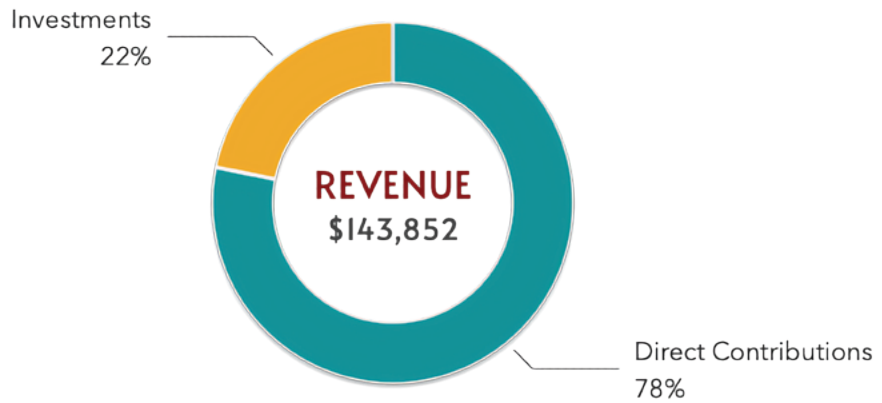
Donors

Giving Less Than \$250



FINANCIAL REPORT

ACTIVITY SUMMARY



STATEMENT OF **ACTIVITY**

Year Ending December 31, 2021

REVENUE

Non-Profit Revenue	
Revenue from direct contributions	\$ 112,422.88
Revenue from investments	
Dividends - securities	\$5,893.55
Interest - securities	\$2,287.56
Long-Term Capital Gain	\$19,609.66
Short-Term Capital Gain	\$3,638.10
Total Revenue from investments	\$31,428.87
Total Non-Profit Revenue	\$ 143,851.75
Total Revenue	\$143,851.75
Gross Profit	\$143,851.75

EXPENDITURES

Grants, contracts & direct assistance	- \$25,000.00
Office Supplies & Software	- \$2,101.55
Postage & Shipping	- \$528.00
Advertising & Marketing	- \$5,156.13
Total Expenditures	- \$32,785.68

NET OPERATING REVENUE **\$111,066.07**

OTHER EXPENDITURES

Other expenses	
Ask My Accountant	- \$1,750.01
Bank Charges & Fees	- \$12.00
PayPal Fees	- \$53.71
Total Other expenses	- \$1,815.72
Total Other Expenditures	- \$1,815.72

NET OTHER REVENUE **- \$1,815.72**

NET REVENUE **\$109,250.35**

STATEMENT OF FINANCIAL POSITION

Year Ending December 31, 2021

ASSETS

Current Assets

Bank Accounts

Checking \$77,496.72

PayPal Bank \$0.00

Savings \$0.45

Total Bank Accounts \$77,497.17

Total Current Assets \$77,497.17

Other Assets

UnionBanc \$743,632.53

Total Other Assets \$743,632.53

TOTAL ASSETS \$ 821,129.70

LIABILITIES AND EQUITY

Total Liabilities

Equity

Opening Balance Equity \$589,472.62

Retained Earnings \$61,866.00

Unrealized gain (loss)

Unrealized gain (loss) - investments \$60,540.73

Total Unrealized gain (loss) \$60,540.73

Net Revenue \$109,250.35

Total Equity \$821,129.70

TOTAL LIABILITIES AND EQUITY \$821,129.70

A wooden pyramid, composed of many thin, parallel layers, is held up by six hands of various skin tones. The hands are positioned at the corners and midpoints of the pyramid's base. The background is plain white. The text 'OUR GENEROUS SUPPORTERS' is printed in bold red letters across the center of the pyramid. Below the text is a stylized red and yellow logo resembling a triangle with a horizontal line through it.

**OUR
GENEROUS
SUPPORTERS**



CORPORATE SPONSORS

PLATINUM

\$10,000 AND ABOVE

Wells Fargo Foundation

GOLD

\$5,000 - \$9,999

Koret Foundation

Network for Good

SILVER

\$1,000 - \$4,999

Blackbaud Giving Fund

Genentech

RBC Foundation

Union Bank

BRONZE

\$500 - \$999

Eventbrite

National Christian Foundation Twin Cities

Stanford Federal Credit Union

PATRONS

\$50 - \$499

Sony Cares

INDIVIDUAL SPONSORS

PLATINUM

\$10,000 AND ABOVE

Bridget and Douglas Morgan
Evelyn Neely

GOLD

\$5,000 - \$9,999

Bessie L. Stewart-Ross
Imo and Farralon Udom
Sandra Jones Spencer
William and Quita Highsmith

SILVER

\$1,000 - \$4,999

Abayomi Jones
Barbara Brown
Bettye Price

Danielle Moore
Debbie McCoy
Martin Harband and Gail Friedman

Monica Eason
Regina Wallace-Jones
Stacy Hovan

BRONZE

\$500 - \$999

Anne Marie Sconberg
Gloria Brown

Janice Willis
Lucretia-del Broussard

Mae Threadgill
Selwyn Simmons

PATRONS

\$50 - \$499

Betty Chin
Darlene Martin
David Edward Lall
Denise Abdun-Nur
Eva Beeler
Janet L. Brewer
JB Williams
John Sheppard Maher

Joseph Shackelford
Joyce Henson
Kemi Oyewole
Kim Davis
Kimberlee Smith
Kristine Parker
LaShawn Moore
Lauren Legette

Linda Rarden
Loretta Cohen
Melissa Walters
Mira Jang
Norman Trust
Patricia McCambridge
Sam Berns Esq.
Yvette Birner



YOUR SUPPORT MAKES A DIFFERENCE!

We believe in the power of giving to help young students achieve their educational and career goals. The Delta San Francisco-Peninsula Foundation proudly supports diverse college students by providing students with scholarships over their four years in school.

When you donate to the Delta San Francisco-Peninsula Foundation, you help improve the quality of life in the Bay Area by supporting programs like the Financial Literacy Workshop that fosters educational growth.

The organization covers the cost of operating expenses, scholarship funding, and financial literacy workshops.

Donate online at dsfpf.org

or by mail to

Delta San Francisco-Peninsula Foundation
204 East Second Avenue #308
San Mateo, CA 94401

Thank you for your generosity!



204 East Second Avenue #308

San Mateo, CA 94401

dsfpf.org

The Delta San Francisco-Peninsula Foundation is a 501 (C) 3
non-profit organization. Tax I.D. 31-1656911

Special thanks to A.Nicole By Design for formatting.

Dated December 31, 2021