

File No. 260029

Committee Item No. 12

Board Item No. 15

COMMITTEE/BOARD OF SUPERVISORS

AGENDA PACKET CONTENTS LIST

Committee: Budget and Finance Committee Date January 28, 2026

Board of Supervisors Meeting Date February 3, 2026

Cmte Board

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| <input type="checkbox"/> | <input type="checkbox"/> | Motion |
| <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Resolution |
| <input type="checkbox"/> | <input type="checkbox"/> | Ordinance |
| <input type="checkbox"/> | <input type="checkbox"/> | Legislative Digest |
| <input type="checkbox"/> | <input type="checkbox"/> | Budget and Legislative Analyst Report |
| <input type="checkbox"/> | <input type="checkbox"/> | Youth Commission Report |
| <input type="checkbox"/> | <input type="checkbox"/> | Introduction Form |
| <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Department/Agency Cover Letter and/or Report |
| <input type="checkbox"/> | <input type="checkbox"/> | MOU |
| <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Grant Information Form |
| <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Grant Budget |
| <input type="checkbox"/> | <input type="checkbox"/> | Subcontract Budget |
| <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Contract/Agreement |
| <input type="checkbox"/> | <input type="checkbox"/> | Form 126 – Ethics Commission |
| <input type="checkbox"/> | <input type="checkbox"/> | Award Letter |
| <input type="checkbox"/> | <input type="checkbox"/> | Application |
| <input type="checkbox"/> | <input type="checkbox"/> | Public Correspondence |

OTHER (Use back side if additional space is needed)

- | | | |
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| <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <u>Director of Strategic Partnerships Description</u> |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | <u>Cynthia Wong Resume</u> |
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Completed by: Brent Jalipa Date January 22, 2026

Completed by: Brent Jalipa Date January 29, 2026

1 [Accept and Expend Grant - Retroactive -Tipping Point Community - Director of Strategic
2 Partnerships Grant - \$700,000]

3 **Resolution retroactively authorizing the Mayor’s Office to accept and expend a grant in**
4 **the amount of \$700,000 from Tipping Point Community for the establishment of a**
5 **Director of Strategic Partnerships to advance public-private partnership initiatives**
6 **aligned with Mayoral priorities for the period of January 20, 2026 through July 1, 2028.**

7
8 WHEREAS, The Mayor’s Office desires to hire a Director of Strategic Partnerships to
9 serve as the Mayor’s lead on building and managing public-private partnerships that will bring
10 funds, talent, and innovation into the City’s core initiatives, reporting to the Mayor’s Chief of
11 Staff and serving as the central coordinator between City departments and external partners
12 such as foundations, nonprofits, businesses, civic groups, and philanthropic leaders; and

13 WHEREAS, The Mayor’s Office seeks to strengthen the City’s ability to design,
14 coordinate, and implement these public-private partnerships, as philanthropic organizations,
15 corporations, community-based organizations, civic groups, and individual philanthropic
16 leaders have all expressed interest in supporting City initiatives to address these matters
17 especially in the context of homelessness, housing, economic revitalization, and government
18 effectiveness; and

19 WHEREAS, To fund a Director of Strategic Partnerships to lead these efforts, Tipping
20 Point Community has offered to grant the City \$700,000 to fund the Director of Strategic
21 Partnerships position, to cover salary, benefits, and necessary direct costs for a term of three
22 years from January 2026-July 2028; and

23 WHEREAS, Position authority for this role is already reflected in the Mayor’s budget,
24 however, the position remains unfunded; and

25 WHEREAS, The grant does not require an ASO amendment; and

1 WHEREAS, With this funding, the Director of Strategic Partnerships will be responsible
2 for building and managing partnerships; designing and negotiating agreements; aligning
3 philanthropic support with departmental needs; tracking and reporting outcomes; coordinating
4 communications; representing the Mayor’s Office in cross-sector convenings; and supporting
5 philanthropic engagement, fundraising, and grant development in compliance with all
6 applicable City and State rules; and

7 WHEREAS, The Director of Strategic Partnerships will support initiatives in the
8 following priority areas: Housing and Homelessness, such as the Breaking the Cycle Fund,
9 philanthropic coordination for shelter and treatment expansion, and rapid-response funding for
10 homelessness initiatives; Economic Revitalization, including partnership efforts with the
11 Partnership for San Francisco, the San Francisco Downtown Development Corporation, small
12 business and workforce initiatives, and neighborhood commercial corridor support; and
13 Government Effectiveness, including modernization of service delivery, workflow
14 improvements, data use, innovation pilots, and pro bono strategic support for City
15 departments; and

16 WHEREAS, The Mayor’s Office requests authorization to accept and expend a grant
17 from Tipping Point Community to fund the work of the Director of Strategic Partnerships on
18 these activities; and

19 WHEREAS, Except as provided above, the Mayor’s Office proposes to maximize use
20 of available grant funds on program expenditures by not including indirect costs in the grant
21 budget; now, therefore, be it

22 RESOLVED, That the Board of Supervisors hereby authorizes the Mayor’s Office to
23 retroactively accept and expend funds from Tipping Point Community valued at approximately
24 \$700,000 for the purposes described herein; and, be it

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1 FURTHER RESOLVED, That the Board of Supervisors hereby waives inclusion of
2 indirect costs in the grant budget.

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Approved: _____ /s/ _____

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Mayor

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Approved: _____ /s/ _____

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Controller

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File Number: 260029
(Provided by Clerk of Board of Supervisors)

Grant Resolution Information Form
(Effective July 2011)

Purpose: Accompanies proposed Board of Supervisors resolutions authorizing a Department to accept and expend grant funds.

The following describes the grant referred to in the accompanying resolution:

1. Grant Title: **[Accept and Expend Grant – Tipping Point Community - Director of Strategic Partnerships Grant - \$700,000]**
2. Department: **Mayor’s Office**
3. Contact Person: **Adam Thongsavat** Telephone: **415-554-6153**
4. Grant Approval Status (check one):
 Approved by funding agency Not yet approved
5. Amount of Grant Funding Approved or Applied for: **\$700,000**
6. a. Matching Funds Required: **\$0**
b. Source(s) of matching funds (if applicable): **N/A**
7. a. Grant Source Agency: **Tipping Point Community**
b. Grant Pass-Through Agency (if applicable):
8. Proposed Grant Project Summary: **The proposed resolution authorizes the Mayor’s Office to accept and spend a \$700,000 grant from Tipping Point Community to fund a Director of Strategic Partnerships from January 2026 through July 2028. The position will lead the City’s public-private partnership efforts, coordinating with foundations, nonprofits, businesses, and civic leaders to bring additional funding, talent, and innovation to advance the City’s core initiatives including homelessness, housing, economic revitalization, and government effectiveness.**
9. Grant Project Schedule, as allowed in approval documents, or as proposed:
Start-Date: **January 2026** End-Date: **July 2028**
10. a. Amount budgeted for contractual services: **\$0**
b. Will contractual services be put out to bid? **No**
c. If so, will contract services help to further the goals of the Department’s Local Business Enterprise (LBE) requirements? **N/A**
d. Is this likely to be a one-time or ongoing request for contracting out? **N/A**
11. a. Does the budget include indirect costs?
 Yes No
b. 1. If yes, how much? \$
b. 2. How was the amount calculated? **N/A**
c. 1. If no, why are indirect costs not included?
 Not allowed by granting agency To maximize use of grant funds on direct services
 Other (please explain):

c. 2. If no indirect costs are included, what would have been the indirect costs? **\$0**

12. Any other significant grant requirements or comments: No

****Disability Access Checklist***(Department must forward a copy of all completed Grant Information Forms to the Mayor's Office of Disability)**

13. This Grant is intended for activities at (check all that apply):

- | | | |
|--|---|--|
| <input type="checkbox"/> Existing Site(s) | <input type="checkbox"/> Existing Structure(s) | <input type="checkbox"/> Existing Program(s) or Service(s) |
| <input type="checkbox"/> Rehabilitated Site(s) | <input type="checkbox"/> Rehabilitated Structure(s) | <input type="checkbox"/> New Program(s) or Service(s) |
| <input type="checkbox"/> New Site(s) | <input type="checkbox"/> New Structure(s) | |

14. The Departmental ADA Coordinator or the Mayor's Office on Disability have reviewed the proposal and concluded that the project as proposed will be in compliance with the Americans with Disabilities Act and all other Federal, State and local disability rights laws and regulations and will allow the full inclusion of persons with disabilities. These requirements include, but are not limited to:

1. Having staff trained in how to provide reasonable modifications in policies, practices and procedures;
2. Having auxiliary aids and services available in a timely manner in order to ensure communication access;
3. Ensuring that any service areas and related facilities open to the public are architecturally accessible and have been inspected and approved by the DPW Access Compliance Officer or the Mayor's Office on Disability Compliance Officers.

If such access would be technically infeasible, this is described in the comments section below:

Comments:

Departmental ADA Coordinator or Mayor's Office of Disability Reviewer:

Eli Gelardin
(Name)

Director, San Francisco Office on Disability and Accessibility (ODA)
(Title)

Date Reviewed: 1/6/2026 _____ /s/ _____
(Signature Required)

Department Head or Designee Approval of Grant Information Form:

Sophia Kittler
(Name)

Budget Director, Mayor's Office
(Title)

Date Reviewed: 1/6/2026 _____ /s/ _____
(Signature Required)

CYNTHIA J. WONG

WORK EXPERIENCE

Chan Zuckerberg Initiative (CZI) – Redwood City, CA 2024 - 2026
Senior Director, Strategy & Operations

- Head of cross-functional strategy and operations team supporting grantmaking, technology development, and scientific research.
- Led major organization-wide projects, aligning strategic vision and operating model.
- Strategic advisor on operational improvements, organizational development, and change management, reporting to COO.

Senior Director, Education Operations 2021 - 2024

- Built operations team from scratch to support key business unit delivering grantmaking and technology products. Owned business unit-specific workflows, processes, and systems for program and product development to track end-to-end success, from annual planning to grant pipeline and portfolio management to student- and school-centered impact.
- Led key priorities related to CZI's education strategy, operating model, and organizational structure.

Seattle Foundation – Seattle, WA 2020 - 2021
Senior Advisor

- Provided strategic and tactical expertise to launch and scale housing impact investment fund (public-private partnership) and to manage foundation's mission-related and program-related investment portfolio.
- Served as executive advisor and technical subject matter expert to community foundation C-suite, with focus on cross-sector partnerships with corporations, government agencies, and other funders to design sustainable investment structures and long-term program and funding model.

Local Initiatives Support Corporation – Oakland, CA 2017 – 2019
Executive Director, Bay Area

- Reestablished the Bay Area office of the nation's largest community development financial institution (CDFI) after multiple years of interim and remote leadership. As part of a strategic and operational turnaround, hired team and sourced organization's first new significant funding and community partnerships in more than two years.
- Designed and led the launch of a \$500M housing impact investment fund, pioneering innovative financing strategies to expand affordable housing for low- and middle-income communities. Secured initial capital from foundations, family offices, and corporate investors within the first year, driving large-scale public-private investment.
- Served as face of LISC with community, public sector, and corporate partners in the Bay Area to support and grow LISC's scope of affordable housing, economic development, and workforce development programs. Served as LISC's Northern California voice on public policy and legislation at the local, state, and federal levels.

Morgan Stanley – San Francisco, CA and New York, NY 2011 – 2017
Vice President (promoted from Senior Manager and Manager) - Global Sustainable Finance

- Sourced, evaluated, and executed impact investments (including public-private partnerships, tax credit equity, and debt). Co-led community development sector's first-ever debt initial public offering.
- Served as key deputy to Managing Director and head of business unit on philanthropic collaborations, global events, and triple bottomline investments, including the launch of the Institute for Sustainable Investing – the first effort of its kind on Wall Street.

The Bridgespan Group (social impact spin-off of Bain & Company) – New York, NY 2008 – 2011
Consultant (promoted from Senior Associate Consultant and Associate Consultant)

- Advised leading philanthropists, foundations, and nonprofits on organization and program-level strategy and operations.

Marakon Associates – New York, NY 2006 – 2008
Associate Consultant

- Consulted with Fortune 500 clients on senior management projects.

EDUCATION

The Wharton School, University of Pennsylvania – Philadelphia, PA 2006

- Bachelor of Science in Economics, *Magna Cum Laude*

BOARD EXPERIENCE

- SPUR - 2019-2026
- Mikva Challenge Foundation - 2019 - 2025
- Tenderloin Neighborhood Development Corporation - 2018-2020
- Kitchen Table Advisors - 2015-2019
- Chinatown Community Development Center Housing Committee (advisory, non-fiduciary member) - 2017-2019

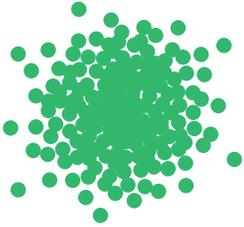
BUDGET FOR Director of Strategic Partnerships (Mayor’s Office)

Salary & Fringe: \$698,000

Contingency needs: \$2,000

Total: \$700,000

Calendar Year	Salary	Fringe	Total	Notes
2026	\$202,000	\$80,800	\$282,800	
2027	\$210,681	\$82,272	\$292,953	
2028			\$122,247	Funds through end (July) of FY28
Sub-Total, Salaries & Fringe			\$698,000	



TIPPING POINT
COMMUNITY

ONE-TIME GRANT AWARD AGREEMENT

The board of directors of Tipping Point Community ("Tipping Point") has authorized Tipping Point to award a \$700,000 one-time grant (the "Grant") to the Office of the Mayor, City and County of San Francisco (the "Grantee") pursuant to the terms outlined below (the "Agreement"), dated as of January 1, 2026. As a condition of receiving the Grant, the Grantee agrees to the following:

1. THE PURPOSE OF THE GRANT

The Grantee shall use the Grant to fund the position of the Director of Strategic Partnerships, whose role shall be to lead the public-private and strategic partnership work on behalf of the Office of the Mayor. The grant will fully fund the salary and benefits for the position in 2026 and 2027, and will cover 50% of the salary and all benefits in 2028 (the "Purpose").

If the funded position becomes vacant at any time during the Grant Term and is not planned to be backfilled within ninety (90) days, the Grantee shall promptly notify Tipping Point in writing. Any portion of the Grant allocated to salary or benefits for periods during which the position remains unfilled shall be deemed unused funds. The Grantee shall return such unused funds to Tipping Point within thirty (30) days of notice from Tipping Point.

In no event shall the Grant be used for funding or expenses related to any staff solely dedicated to advocacy or to services outside of the San Francisco Bay Area; nor will the Grant be used in any manner that violates the terms of this Agreement. The Grant is not in any way earmarked to support lobbying or voter registration activity.

2. THE TERM OF THE GRANT

(a) The Grant is made for the term of three years to commence on January 1, 2026 (the "Initial Term"). If the Grantee does not fully utilize the Grant during the Initial Term, the Grantee shall notify Tipping Point in writing 30 days prior to the end of the Initial Term to request an extension of the Initial Term (the "Extension Request"). Tipping Point, in its sole discretion, shall determine whether or not to grant the Extension Request on the same terms and conditions as the Agreement (the "Extension"). For the avoidance of doubt, if Tipping Point declines to approve the Extension Request or if the Grantee does not submit such an Extension Request, then the Grantee shall remit any unused portion of the Grant within 30 days of the end of the Initial Term or the end of the Extension, as applicable.

(b) If the Agreement is not signed by the Grantee and returned to Tipping Point by January 31, 2026, the Agreement shall be deemed null and void.

3. PAYMENT OF THE GRANT

a) The Grant is payable in three (3) installments.

b) Tipping Point will pay the first installment of \$282,800 within 15 days after receipt of a fully executed copy of the Agreement signed by an authorized representative of the Grantee accepting the Grant on the terms and conditions set forth herein.

c) Tipping Point shall pay the second installment of \$292,953 on or about January 1, 2027 ("Second Installment Payment Date"); *provided that* in our sole judgement: (i) you have not used any portion of the Grant in violation of the Agreement, and (ii) you have met grant reporting requirements and demonstrated progress toward achieving the goal.

d) Tipping Point shall pay the third installment of \$122,247 on or about January 1, 2028 (the "Third Installment Payment Date"); *provided that* in our sole judgement: (i) you have not used any portion of the Grant in violation of the Agreement, and (ii) you have met grant reporting requirements and demonstrated progress toward achieving the goal.

4. MID-POINT & FINAL REPORTS

At the mid-point of the Grant Term on or about July 1, 2027 the Grantee shall provide a written or verbal report to Tipping Point detailing the progress that the Director of [Strategic Partnerships](#) has made in their role. The Grantee shall also confirm in writing that it has not used the Grant in any way that may violate this Agreement and that there have been no material changes in the Director's role and responsibilities.

At the conclusion of the Grant Term the Grantee shall provide a written report detailing the work of the Director of Strategic Partnerships during their tenure. The Grantee shall also confirm in writing that it has not used the Grant in any way that may violate this Agreement and that there have been no material changes in the Director's role and responsibilities.

5. NON-RENEWAL

The Grant is a one-time grant, not eligible for renewal. While this grant is non-renewable, when considering the Grantee for eligibility for any future grants, Tipping Point will consider the Grantee's success in accomplishing the Goal.

6. GRANT ANNOUNCEMENTS; PUBLIC REPORTS AND USE OF TIPPING POINT'S NAME AND LOGO

Tipping Point may include information about the Grant and the Grantee in its periodic reports and may make information about the Grant and the Grantee public at any time on its web page and as part of press releases, public reports, speeches, newsletters, and other public documents. Tipping Point and the Grantee agree that the Grantee may include Tipping Point's name on lists of the Grantee's funders, contributors and/or supporters (the "Grantee Contributor Lists"), and that in each instance in which the Grantee discloses Tipping Point's name, it shall refer to Tipping Point as "Tipping Point Community," and not by any other name or variation of that name. The Grantee Contributor Lists may include information about the amount of the Grant, the goals of the Grant and whether the Grantee is a first-time grantee or a renewal grantee. Grantee shall not use Tipping

Point's name, logo, trademark or refer to Tipping Point [in](#) press releases, public statements, and other reports, without the prior written consent of Tipping Point.

7. RIGHT TO EVALUATION

Tipping Point has the right to evaluate the Grantee's programs by itself or through the services of an evaluation agency during the Initial Term or the Extension, if applicable, at no extra cost to the Grantee (the "Evaluation Agency"). In either case, Tipping Point and/or the Evaluation Agency, as applicable, shall provide reasonable notice to the Grantee of any proposed evaluation, and any evaluation activities will not unreasonably interfere with Grantee's normal operation of business. The Grantee shall afford to Tipping Point and/or the Evaluation Agency, as applicable, reasonable access, during normal business hours, to all of its properties, books, and records, and all other information concerning the Grantee's business, properties and personnel as Tipping Point and/or the Evaluation Agency, as applicable, may reasonably request or as may be required by applicable law. The Grantee will not be required to furnish to either Tipping Point or the Evaluation Agency any confidential documents or information, unless required by law or as protected by appropriate confidentiality agreements.

8. LEGAL REQUIREMENTS

The Grantee agrees not to use any portion of the Grant for any of the following:

- (a) to operate itself in any manner which is not exclusively related to the Purpose or is not within its tax-exempt purpose (as stated in its certificate of incorporation or other comparable organizational documents);
- (b) for any grant to an individual for travel, study, or other similar purposes (within the meaning of section 4945(d)(3) of the Code), unless such a grant satisfies the requirements of section 4945(g) of the Code;
- (c) for any grant to an organization described in section 4945(d)(4) of the Code unless the requirements of section 4945(h) of the Code (relating to the exercise of expenditure responsibility) are met;
- (d) for unreasonable administrative expenses or for other excessive expenses (as determined in Tipping Point's sole discretion);
- (e) for any purpose which is not exclusively religious, charitable, scientific, literary, or educational, or to foster national or international amateur sports competition, or for the prevention of cruelty to children or animals (within the meaning of section 170(c)(2)(B) of the Code) (for the avoidance of doubt, the provision of athletic facilities or equipment is an acceptable purpose or goal);
- (f) to hire or recruit or refer for a fee for employment, or to continue to employ in the United States individuals without legal authorization to work in the United States (as defined in 8 U.S.C. §1324a(h)(3) with respect to such employment, as provided under 8 U.S.C. §1324a(a)(1) and (2)); or
- (g) to engage in any illegal, fraudulent or morally reprehensible (as determined in Tipping Point's sole discretion) behavior.

9. POLICY OF NON-DISCRIMINATION

Tipping Point is making the Grant on the condition that the Grantee has a written anti-discrimination policy in effect and does not discriminate against people seeking either services or employment based on race, sex, religious creed, color, ancestry, age, sexual orientation, gender, national origin, physical disability, mental disability, medical condition or marital status (the “Anti-discrimination Policy”). In the event that the Anti-discrimination Policy is not in effect and enforceable by law at the time of execution of the Agreement or at any time during the Initial Term or the Extension, if applicable, the Agreement shall be deemed null and void and Grantee will be required to remit any portion of the Grant paid to date to Tipping Point within 60 days.

10. BOOKS AND RECORDS

The Grantee will keep its financial and other records in a manner to adequately show the use of the Grant in accordance with the terms and provisions of the Agreement.

11. RIGHT TO CANCEL, MODIFY OR REVOKE PAYMENT

The parties acknowledge and agree that Tipping Point has the right to cancel, modify or withhold any payment under the Agreement or to require a total or partial refund of the payment if Grantee breaches this Agreement in any of the following ways:

- (a) the Grantee has used any portion of the Grant other than for the Purpose or has violated any material provisions of the Agreement, including but not limited to Section 9, and any other applicable law and regulation;
- (b) the Grantee has failed to make substantial progress on the Goals; or,
- (c) cancellation, modification or revocation is necessary to protect Tipping Point’s interests and other charitable activities.

Within 30 days of written notice of Tipping Point’s decision to cancel or revoke payment, the Grantee shall remit any portion of the Grant requested by Tipping Point, in its sole discretion.

12. NOTIFICATIONS

The Grantee agrees to notify Tipping Point in writing within two days of any significant changes in the Grantee’s operations, organizational leadership, customary expenditures and any other developments that significantly impact Grantee’s programs and operations.

Sunshine Ordinance and Donor Disclosures. Tipping Point understands and acknowledges that this Agreement, and any document between the Parties, shall be subject to the disclosure requirements of the City’s Sunshine Ordinance and the California Public Records Act. In addition, Tipping Point agrees to disclose information regarding the amounts and sources of funding and donor financial interest information as set forth in Administrative Code Section 67.29-6, to provide a copy of all required reports and disclosures to Grantee, and to provide all information requested by Grantee to enable Grantee to comply with its disclosure obligations. To ensure compliance with this requirement and to maximize public transparency, Tipping Point will not accept anonymous donations from any single source aggregating more than \$100 for the Project.

Independent Relations. Nothing herein contained shall be construed as creating the relationship of employer and employee between the Tipping Point and Grantee or any of their respective agents or employees or Contractors. Grantee shall be wholly responsible for the manner in which it performs the duties required of it by the terms of this Agreement. Grantee shall exercise full control and supervision of its duties and full control and responsibility as to the employment, direction, compensation, and discharge of all persons assisting it in the performance this Agreement. Nothing set forth in this Agreement shall be deemed to render Grantee and Tipping Point a partner in each other's business, or a joint venture or member in any joint enterprise with each other.

Good Standing. Grantor represents that it is in good standing under the laws of the State where it is incorporated. Upon City's request, Grantor shall provide documentation demonstrating its compliance with such legal requirements. Each Party shall provide the other party written notice promptly following any and all changes in circumstances that could reasonably be expected to cause the noticing party to become unable to comply with its obligations under this Agreement

Governing Law. The formation, interpretation and performance of this Agreement shall be governed by the laws of the State of California, without regard to its conflict of laws principles. Venue for all litigation relative to this Agreement shall be in San Francisco.

13. MISCELLANEOUS

The Agreement constitutes the entire agreement between Tipping Point and Grantee and supersedes any prior oral or written agreements or communications between the parties regarding the subject matter herein. The Agreement may not be amended, modified or supplemented in any manner, except by a written amendment hereto signed by an authorized signatory of both parties. No failure or delay of either party in exercising any right or remedy hereunder shall operate as a waiver thereof; any such waiver shall be valid only if set forth in writing by such party. All notices and other communications hereunder shall be in writing and delivered to the addresses set forth on the signature pages. The Agreement and all disputes or controversies arising out of or relating to the Agreement or contemplated hereby shall be governed by, and construed in accordance with, the internal laws of the State of California. Neither the Agreement nor any of the rights, interests or obligations thereunder, may be assigned, in whole or part, by operation of law or otherwise, by either party without the prior written consent of the other party. Subject to the preceding sentence, the Agreement will be binding upon the parties and their respective successors and assigns. If any provision or portion of any provision of the Agreement is held to be invalid, illegal or unenforceable in any respect under any applicable law, such invalidity, illegality or unenforceability shall not affect any other provision hereof. The Agreement may be executed in counterparts, including by facsimile or PDF (which shall constitute an original), all of which shall be considered one and the same instrument and shall become effective when one or more counterparts have been signed by each of the parties and delivered to the other party.

[The remainder of this page is intentionally left blank.]

IN WITNESS WHEREOF, Tipping Point and the Grantee have caused the Agreement to be executed as of the date first written above by their authorized signatories.

Office of the Mayor, City and County of San Francisco

Address for Notices:
1 Dr. Carlton B. Goodlett Place
Room 200
San Francisco, CA 94102

By: _____
Staci Slaughter
Chief of Staff

Approved as to form:
Office of the City Attorney

By: _____
Deputy City Attorney Manu Pradhan

Tipping Point Community

Address for Notices:
220 Montgomery Street, Suite 850
San Francisco, CA 94104

By: _____
Liz Bender
COO



**Director of Strategic Partnerships
Office of Mayor Daniel Lurie**

City and County of San Francisco

Director of Strategic Partnerships, Office of San Francisco Mayor Daniel Lurie

Department: Office of the Mayor

Title: Director of Strategic Partnerships

Reports To: Chief of Staff to Mayor Daniel Lurie

Employment Status: Full-time

Location: San Francisco City Hall (In-Person Role)

Classification: 0903

Pay Scale: \$154,024.00 - \$196,586.00

Appointment Status: Permanent Exempt

Description

The Office of Mayor Daniel Lurie seeks a visionary and results-driven Director of Strategic Partnerships to lead and coordinate citywide efforts to forge, strengthen, and manage public-private partnerships on behalf of the City and County of San Francisco. The Director of Strategic Partnerships is responsible for bringing together philanthropic organizations, community based organizations, and businesses to develop partnerships that advance innovation and build solutions to improve the lives of all San Franciscans, with a focus on three priority areas: 1) addressing housing and homelessness, 2) supporting economic revitalization, and 3) improving government effectiveness. Mayor Lurie recently launched his first major philanthropic partnership, the Breaking the Cycle Fund, which will leverage \$37.5 million in private funding to rapidly and nimbly address the City's homelessness, mental health, and addiction crises. Other emerging efforts focused on economic development include the Partnership for San Francisco and the San Francisco Downtown Development Corporation. The Director will work across city departments and with external partners to align resources, mobilize innovation, and accelerate progress on these core challenges.

This position is a full-time role within the Mayor's Office and may be supported in part by philanthropic funding granted to the City to advance strategic partnership initiatives. The role is governed by all applicable City and State ethics and employment rules, and any private support is administered in alignment with the City's established grant and financial management practices.

Key Responsibilities:

- Develop and execute a strategic framework for public-private partnerships that supports the Mayor's priority areas.
- Deliver and advance coordination of existing partnerships and lead development of new partnerships.
- Design, negotiate, and oversee partnership agreements to ensure clear objectives, roles, accountability, and outcomes.
- Collaborate with city departments to align partnerships with programmatic needs and ensure effective implementation.

- Track, measure, and communicate the impact of partnership initiatives, providing regular updates to the Chief of Staff and Mayor.
- Institutionalize a culture of partnership in San Francisco by leveraging partnership impact and storytelling through various mediums of communication (i.e. partnership announcements, press opportunities, annual impact report, and more).
- Cultivate and steward relationships with a diverse range of external partners, including corporations, foundations, nonprofits, and philanthropic leaders.
- Represent the Mayor's Office in cross-sector convenings and public events, elevating the city's partnership agenda and building broad-based support.
- Support fundraising, grant development, and philanthropic engagement aligned with citywide priorities, within the local and state rules and laws.
- Support and advise the Mayor in coordination with the City Attorney's Office to adhere to City and state regulations related to behested payments, fundraising, and general philanthropic coordination.
- Stay informed of emerging trends, best practices, and innovations in cross-sector collaboration.
- Work in-person at San Francisco City Hall five days per week. Some weekend and after-hours work will be required on an as-needed basis.

Minimum Qualifications:

These minimum qualifications are to be used as a guide for establishing the education, training, experience, and special skills that may be required for employment.

- Ten (10) years of full-time relevant experience in public-private partnerships, strategic relationship management, philanthropy, or related work.
- Possession of a Bachelor's degree from an accredited college or university, preferably in public policy, public administration, business, nonprofit management, or a related field.
- Knowledge of partnership coordination between the public and private sectors, including relevant local and state laws and regulations.
- Ability to coordinate closely with a range of individuals, in close connection with philanthropic funders, in order to develop and execute a vision for collective action.
- Experience building, leading, and working within a collaborative organizational structure and fast-paced environment.
- Ability to navigate complex political and organizational environments with discretion and tact.
- Ability to think strategically with strong project management and problem-solving capabilities.
- Skilled spokesperson who is able to learn material quickly and represent a diverse group of stakeholders while presenting a cohesive and compelling message.
- Deep commitment to equity, innovation, and improving outcomes for residents of San Francisco.
- Strong understanding of Mayor Lurie's key priorities and initiatives.

Desirable Qualifications:

The stated desirable qualifications listed below may be used to identify job finalists at the end of the selection process when candidates are referred for hiring.

- Possession of a graduate degree (Master's degree or higher) from an accredited college or university.
- Demonstrated success in building and managing high-impact partnerships across sectors.
- Knowledge of the philanthropic community and ecosystem in San Francisco, preferably with experience working either within or in direct connection with philanthropic funders.

Compensation and Benefits:

The City and County of San Francisco ('City') offers a competitive salary and benefits program. The annual salary range for this position is between **\$154,024.00 - \$196,586.00**. The salary is dependent upon the qualifications and experience of the selected candidate.

The City offers flexible benefit plans with pre-tax elections that include: medical and dental insurance; the San Francisco Employee Retirement System (mySFERS.org); deferred compensation plan; long-term disability plan; life insurance; 12 paid holidays per year; 5 floating holidays; and 10 to 20 vacation days per year depending on years of service. Please follow this link to review a summary of benefits available for this position: [Your employee benefits | City and County of San Francisco](#).

TO: Angela Calvillo, Clerk of the Board of Supervisors
FROM: Adam Thongsavat, Office of the Mayor
DATE: January 6, 2026
SUBJECT: Accept and Expend Resolution [Tipping Point Community - Director of Strategic Partnerships Grant - \$700,000]

GRANT TITLE:

Attached please find the original* and 1 copy of each of the following:

Proposed grant resolution; original* signed by Department, Mayor, Controller

Grant information form, including disability checklist

Grant budget

N/A Grant application

Grant award letter from funding agency

N/A Ethics Form 126 (if applicable)

Contracts, Leases/Agreements (if applicable)

Other (Explain):

Special Timeline Requirements:

Departmental representative to receive a copy of the adopted resolution:

Name: Adam Thongsavat

Phone: 415-554-6153

Interoffice Mail Address: City Hall, Room 200

Certified copy required Yes

No

(Note: certified copies have the seal of the City/County affixed and are occasionally required by funding agencies. In most cases ordinary copies without the seal are sufficient).

OFFICE OF THE MAYOR
SAN FRANCISCO



DANIEL LURIE
MAYOR

TO: Angela Calvillo, Clerk of the Board of Supervisors
FROM: Adam Thongsavat, Liaison to the Board of Supervisors
RE: Accept and Expend Grant – Tipping Point Community - Director of Strategic Partnerships Grant - \$700,000
DATE: January 6, 2026

Resolution authorizing the Mayor's Office to accept and expend a grant in the amount of \$700,000 from Tipping Point Community for the establishment of a Director of Strategic Partnerships to advance public-private partnership initiatives aligned with Mayoral priorities for the period of January 2026 through July 2028.

Should you have any questions, please contact Adam Thongsavat at adam.thongsavat@sfgov.org