

Annual Report 2003-2004

skoll
FOUNDATION

Invest. Connect. Celebrate.

Uncommon Heroes. Common Good.



Highlights 2003-2004

- The Skoll Foundation refines its mission, embarking on a new strategy to advance systemic change in communities around the world by investing in, connecting and celebrating social entrepreneurs, with three new award programs, opportunities for social entrepreneurs to interact with one another, and events and initiatives that champion the accomplishments of social entrepreneurs.
- The Skoll Foundation awards £4.44 million to Oxford University for the Skoll Centre for Social Entrepreneurship, establishing core courses in social entrepreneurship and building a knowledge base that will strengthen the field worldwide.
- The Skoll Foundation awards \$1.7 million to Oregon Public Broadcasting to sponsor a four-part television documentary called “The New Heroes” that reveals the passion and determination of 12 social entrepreneurs who are working to transform society in lasting ways.
- The Social Edge online community launches, providing a virtual meeting place where social entrepreneurs connect with key people and resources to advance their goals, share each other’s triumphs and brainstorm about ways to tackle some of society’s toughest problems.
- The first annual Skoll World Forum on Social Entrepreneurship convenes at Oxford University, bringing together some of the world’s leading practitioners and thought leaders in social entrepreneurship.
- The Skoll Foundation recognizes creative efforts to tackle Silicon Valley’s most intractable problems at a systemic level, awarding the first Skoll Awards for Innovation in Silicon Valley to seven nonprofit organizations.
- The Skoll Foundation provides lead funding for an endowment to address local Silicon Valley needs by offering a \$5 million matching grant to Community Foundation Silicon Valley.
- Jeff Skoll establishes a private foundation called The Skoll Foundation which joins the public charity, The Skoll Fund, in supporting social entrepreneurship. Together, the two foundations are known as the Skoll Foundation.
- From July 2002 through June 2004, the Skoll Foundation’s assets grow more than 300 percent, from \$117 million to \$381 million, and the number of employees increases from four to 15.

Skoll Foundation Annual Report 2003-2004

3

Mission and Vision

4

Founder's Message

5

President's Message

7

About the Skoll Foundation

8

What Is a Social Entrepreneur?

9

Programs and Initiatives

13

Profiles of Grantees

ROOM TO READ 13

COLLEGE SUMMIT 14

THE SEED FOUNDATION 15

BENETECH 16

GLOBALGIVING 17

18

Grants for 2004

21

Grants for 2003

25

Boards of Directors and Staff

26

Financial Information



Skoll Foundation Mission

The Skoll Foundation advances systemic change to benefit communities around the world by investing in, connecting and celebrating social entrepreneurs.

Skoll Foundation Vision

Our vision is to live in a world of peace and prosperity where all people, regardless of geography, background or economic status, enjoy and employ the full range of their talents and abilities.



Founder's Message

It's been five years since we began our work together, first as The Skoll Fund operating out of Community Foundation Silicon Valley and now as a full-fledged foundation. In the two years since our last report, we've launched new programs and refined our initiatives as our understanding of how to fulfill our vision has deepened. You'll read about the many firsts and milestones in these pages that reflect our evolution. But the original vision with which I launched the foundation has not wavered: We aim to effect positive, lasting social change in the world, and we think the best way to do that is by investing in, connecting and celebrating social entrepreneurs.

Our vision is guided by a couple of principles. One is our belief that solutions to any of the world's social problems begin with an inspired idea. That idea must be in the hands of someone both inventive and stubborn, with a tenacious dedication to making a difference—in other words, a social entrepreneur. It must take into account the factors and systems that create social problems. It must be poised, like a lever, to set something in motion.

Watching ideas like these evolve into action and real change is like seeing a miraculous ant carry a leaf 50 times its own body weight. So much can be done with so little with the right design. For that reason, we spend a lot of time thinking about the optimal design for change. Which social entrepreneurs have the best ideas? What ideas have the greatest potential to scale? How can we tailor our involvement to be the perfect amount of pressure applied to just the right lever at just the right time?

Second, we take our cues from the social entrepreneurs we seek: We must be audacious in what we attempt to achieve with our efforts—not because we are impressed with our own abilities, but because believing that big change is possible is essential to make it so.

I hope that as you read through this report, you will gain a better understanding of what we do, discovering in that process a world in which you want to live: one where children in developing nations have access to books and libraries, where low-income high school kids get a chance to go to college, and where the gap between what is and what can be is inexorably closing.

This report itself is a reflection of our mission, celebrating the work of those we support. I hope that it moves you to raise your own expectations of what is possible.

Sincerely,
JEFF SKOLL

FOUNDER AND CHAIRMAN





President's Message

From the beginning, we at the Skoll Foundation have reached out to seek input from our stakeholders: social entrepreneurs, thought leaders in the field, colleagues in philanthropy and others, all of whom have been both generous and candid in their counsel. We've sought their ideas and knowledge not due to any shortage of our own, but out of a deep sense of humility, knowing that the world's challenges are simply too large and too complex for any reasonable organization to think it can go it alone, that it has all the answers, enough leverage or the optimal strategy.

But such humility also entails the responsibility to pay attention, especially when someone cares enough to tell you the truth. That's why we paid special heed to Bill Drayton's trenchant observation that "what a social entrepreneur needs and what a foundation provides is an almost perfect mismatch."

Those words have served as a kind of gauntlet to us, challenging us to embrace innovation as we fight the good fight alongside all those who are trying to build a better world. Here at the foundation, we are inspired by Jeff's vision of a more peaceful and prosperous global community. We share his core beliefs in human potential and goodness and in the responsibility of the world's "haves" to release that potential wherever it is blocked or suppressed. These convictions have led us to approach our work differently, to behave more like a social entrepreneur than like a funder and to be absolutely steadfast in our social entrepreneur's drive to make a real difference.

In the two years covered by this annual report, you'll see evidence of this idea unfolding, enabled by our three-part strategy of investing in, connecting and celebrating social entrepreneurs.

In the "invest" area, you'll recognize consistent themes and notice significant changes, with what were formerly known as "innovator" and "community" grants transitioning to "awards" that advance social entrepreneurship worldwide, support innovation in our own Silicon Valley community and build toward a 21st century infrastructure for social change on a global scale.

Our "connect" agenda is playing out through bold initiatives such as Social Edge—which brings together social change agents



President's Message, continued

working internationally in a dynamic, online learning community—and in real-time-and-place ways as we convene Skoll grantees, support them with targeted consulting, and facilitate their honest dialogue and exchange, with us and among each other. Through our partnership with Oxford's Saïd Business School, where we've launched the Skoll Centre for Social Entrepreneurship, we've begun to imagine and experiment with a new kind of business education for the future. The Skoll World Forum on Social Entrepreneurship brings together world-class social entrepreneurs, thought leaders and field builders to Oxford each spring.

Finally, we have only just begun exploring opportunities to "celebrate" social entrepreneurs. Our first project in this area, "The New Heroes," is a four-part documentary profiling 12 remarkable pioneers whose work is transforming lives, systems and communities in nearly every corner of the world. Conceived by Michael S. Malone and produced by Oregon Public Broadcasting, the program will be aired on PBS in the summer of 2005.

Looking ahead, we face challenges, as any foundation does in its early days. Chief among these is channeling our entrepreneur's ambition for good and sense of urgency to the world's most promising social entrepreneurs, while acknowledging that the magnitude of change to which we aspire will take time. Mindful of this reality, we take our cues from the social entrepreneurs in whom we invest, combining audacity in scope, a drive to move quickly and a tenacity to stay the course over the long haul. That sort of paradoxical "urgent patience" has become part of our identity, too. To me, it's only fitting that we ourselves draw inspiration from the social entrepreneurs we hope will inspire the rest of the world.

With warmest regards,

SALLY OSBERG
PRESIDENT AND CEO





*A fisherman
baits a hook in
West Papua,
Indonesia.
He is one of many
small business
owners assisted by
Trickle Up.*

About the Skoll Foundation

Our approach to philanthropy is based on Jeff Skoll's belief that strategic investments in the right people at the right time can lead to lasting social change. Jeff, who was the first full-time employee and first president of eBay, launched the Skoll Foundation in 1999 to pursue his vision of a world in which all people, regardless of geography, background or economic status, have the chance to lead lives free from want and oppression and also to experience the meaning and joy that come from pursuing their full potential.

Invest

Funding is critical to the success of social entrepreneurs. Our investments support the growth and expansion of organizations led by social entrepreneurs. We also develop (and in some cases create) the infrastructure and capacity that will help the sector at large flourish. These primary investment programs include the Skoll Awards for Social Entrepreneurship, the Skoll Awards for Innovation in Silicon Valley and the Skoll Social Sector Program.

Connect

Social entrepreneurs are often isolated in their work, facing unique challenges and burdens. Creating ways for these pioneers to come together in a community—to learn, to laugh

and to inspire each other to stay the path—is critical. Toward that end, we host the Skoll World Forum on Social Entrepreneurship each year at the Skoll Centre for Social Entrepreneurship. We also have launched the Social Edge online community to connect social entrepreneurs, philanthropists, nonprofit professionals and other members of the social sector through lively and provocative discussions and events at www.socialedge.org.

Celebrate

The work of social entrepreneurs is too little known. While today's society lionizes celebrities, sports stars and pioneers in the business world, it largely overlooks the contributions and genius of social innovators. We aim to give these amazing individuals the laurels they deserve and to spread the contagious hope that their work inspires by sponsoring projects such as a four-part public television documentary we sponsored called "The New Heroes" that will air in 2005.

Through these programs and initiatives, we are unleashing the expertise of entrepreneurial men and women to transform social systems. We are also showing how each of us has the ability to take action and make a difference.



*Muhammad Yunus
speaks at the first
Skoll World Forum.*



What Is a Social Entrepreneur?

MBA textbooks and our popular lexicon are filled with names of entrepreneurial legends such as Ford, Hearst, Gates and Dell—esteemed individuals who have contributed revolutionary ideas to business. These entrepreneurs changed the world of commerce and created wealth by recognizing unserved markets, inventing new products or hatching new business models.

Social entrepreneurs have the same ingenuity, understanding of complex systems and eye for opportunity, but they choose to apply these skills to solving social problems rather than business problems. They are not satisfied by just meeting a need. They identify the underlying causes that produce that need and come up with an idea to change that system. As a result, they create wealth of a different kind, a kind measured in lives transformed, young minds awakened and communities revitalized.

“Social entrepreneurs are not content to give a fish or teach how to fish,” says Bill Drayton, founder of a global nonprofit organization devoted to developing the profession of social entrepreneurship. “They will not rest until they have revolutionized the fishing industry.”

What does social entrepreneurship look like in practice? In the case of John Wood, whose story you can read on page 13, it means going beyond handing out books to kids in Nepal to working with villages to build schools and libraries. He understands that solving the problem of illiteracy in developing world communities—sustainably and permanently—requires more than a supply of books. It requires an infrastructure of support for learning formed by both the physical buildings and the commitment from villagers in the form of donated land or labor.

Today, that kind of insight is not valued on the same level as, say, figuring out how to assemble PC computers on demand. We hope to change that. The names of Wood, Vinnakota and Kuraishi are not familiar ones to the public. We think they should be. To that end, we will continue to support the work of social entrepreneurs and tell their stories far and wide. Ultimately, the world will be a better place when the term “social entrepreneur” no longer requires a separate page in our annual report to explain it. That will mean we’ve reached a day when social entrepreneurs and their work are ubiquitous, though still far from common.





A Guatemalan boy helps husk corn on a farm established with help from the Agros Foundation.

that both furthers our vision and mirrors the boldness of the social entrepreneurs we support.

Award Programs

Like most foundations, we initially offered grants in specific program areas. But because the work of social entrepreneurs spans multiple disciplines and sectors, we decided to abolish those categories and focus on choosing high-leverage individuals and organizations in which to invest. These investments fall into three award programs:

Skoll Awards for Social Entrepreneurship, our flagship program, support social entrepreneurs whose innovative programs are poised for significant expansion. These awards are not intended for early-stage initiatives but, rather, target programs that have a proven track record. The awards fund those who have demonstrated impact in advancing systemic social change and have developed a clear and compelling plan for advancing to the next stage. Through a competitive open application process, awards of up to \$600,000 are made each spring for three-year periods, after which award recipients are eligible for renewed funding if they have made measurable progress toward their goals. Award recipients also are invited to attend the Skoll World Forum at Oxford University in England, and they may apply for capacity-building grants during the course of their funding period.

Skoll Awards for Innovation in Silicon Valley support a portfolio of nonprofit organizations that advance systemic social change in California's Silicon Valley. Awards are made annually to nonprofit organizations demonstrating exceptional creativity, sustained commitment and a clear record of accomplishment in addressing Silicon Valley's most significant challenges. The portfolio includes organizations of varying ages, sizes and missions. Through a competitive open application process, awards of up to \$400,000 are made for two-year periods each fall. Award recipients are

Programs and Initiatives

Our vision of a better world is anchored by a core belief: that by supporting the work of social entrepreneurs, we'll help transform social systems and create opportunities for the poor and marginalized. Our goal is nothing less than to pave avenues of independence and fulfillment for those who otherwise would be locked into lives without hope. The programs and initiatives outlined below are the specific bricks we have laid to follow that blueprint.

"The idea is that a little bit of good can turn into a whole lot of good when fueled by the commitment of a social entrepreneur," Jeff Skoll says. "We find the people with those world-changing ideas, and then we empower them to effect even greater impact. We describe them as uncommon heroes dedicated to the common good."

While some of our program vehicles are familiar ones for a foundation, several of our projects are less common choices: funding a documentary and launching an online community, for example. Our diverse portfolio of initiatives reflects our dedication to fulfilling our mission entrepreneurially, holding each idea to the test of whether it is one



...compelling value for social entrepreneurs working in remote corners of the world...

Pro Mujer uses microfinance and education to empower women in Latin America.

We also offer Special Opportunity and Directors' Grants on an invitation-only basis. In lieu of compensation, our directors have the discretion to make limited grants of their own choosing.

■ **For more information, see**
www.skollfoundation.org/skollawards/

Social Edge

In 2003 we launched Social Edge, a lively and provocative online community to connect social entrepreneurs, nonprofit professionals, philanthropists and members of the social sector. The site brings together leading thinkers and practitioners in the social sector and is an open discussion forum owned and shaped by its members. Its inception was driven by Jeff's belief in the power of online communities to forge bonds and to identify and solve problems. This site has compelling value for social entrepreneurs working in remote corners of the world where they are isolated from others in the field.

Social Edge is a thriving hub where social entrepreneurs can get practical advice on starting and growing a social venture, connect with like-minded professionals and learn from each other. Social Edge features expert guests offering their insights on a wide variety of topics, as well as ongoing opportunities for members with specific requests to tap into the community's wealth of knowledge.

■ **For more information, see**
www.socialedge.org

invited to participate in an ongoing learning community with expert facilitation, and they may apply for capacity-building grants during the course of their funding period.

Through the **Skoll Social Sector Program**, we strive to make a meaningful contribution to the development of 21st century infrastructure for social entrepreneurship, philanthropy and the social sector, both nationally and internationally. The program supports the development of knowledge, tools, vehicles, pathways and networks that meet the needs of social entrepreneurs, philanthropy and the global social sector for information, resources, connection, transparency and accountability. Grants are approved throughout the year.

...attracting scholars from around the world.

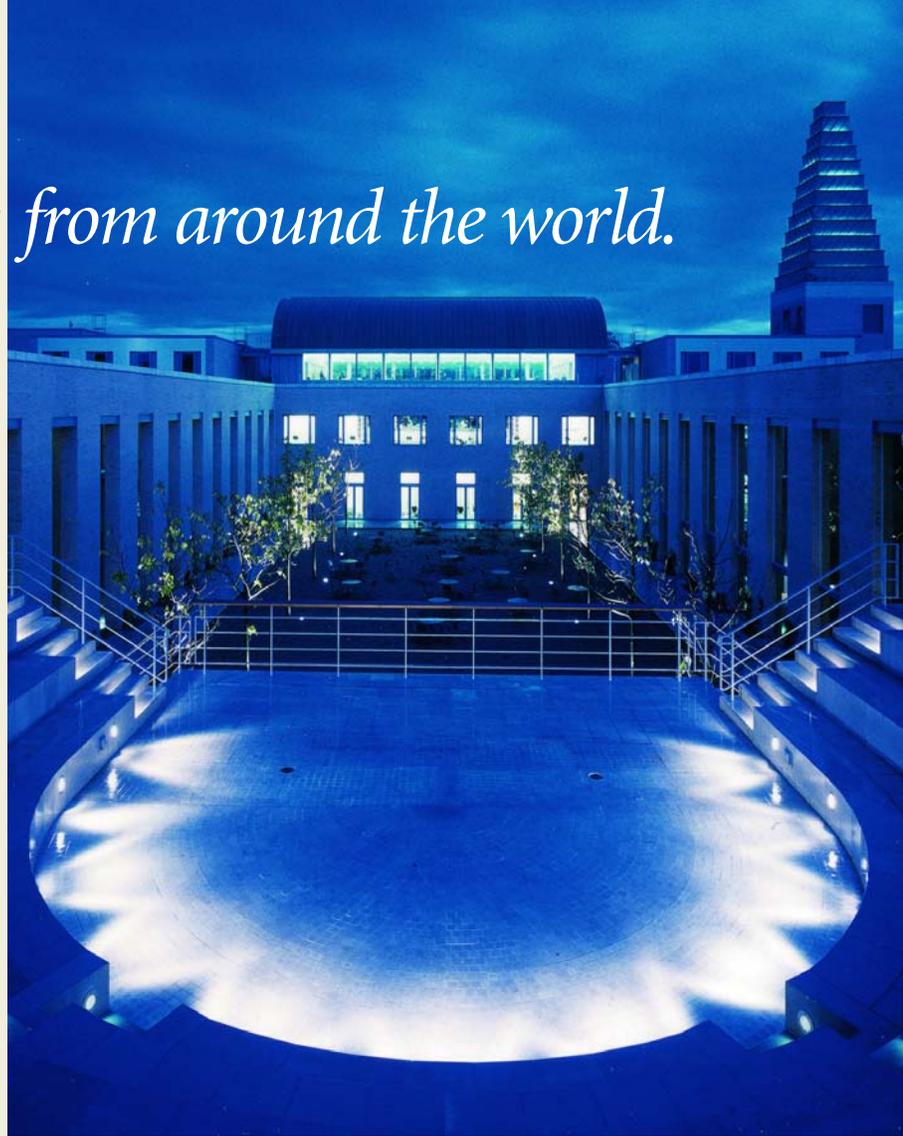
Skoll Centre for Social Entrepreneurship

Located at Saïd Business School at Oxford University in England, the Skoll Centre for Social Entrepreneurship creates an academic focal point for social entrepreneurship worldwide. Launched in November 2003 with our £4.44 million grant, the Centre established an international program in social entrepreneurship that is attracting scholars from around the world. Our grant funds an endowed lectureship, a director for the Centre's activities, visiting fellows and five MBA Skoll Scholarships for students who want to apply entrepreneurial strategies to effect sustainable social change. The Centre also produces direct research to help practicing social entrepreneurs, and it convenes thought leaders and practitioners in events such as the Skoll World Forum.

■ **For more information, see**
www.skollfoundation.org/skollcentre/

Skoll World Forum on Social Entrepreneurship

The Skoll World Forum on Social Entrepreneurship is an annual conference of leading thinkers and practitioners in the field of social entrepreneurship from around the world. More than 400 people attended the first annual event, hosted at the Skoll Centre at Oxford University in March 2004, including Muhammad Yunus of the Grameen Bank in Bangladesh, Bill Drayton of Ashoka, Roshaneh Zafar of Kashf Foundation, Bill Strickland of the Manchester Craftsmen's Guild, Jeroo Billimoria of Childline India Foundation, Professor Lester Salamon of Johns Hopkins University, author David Bornstein, and Jeff Skoll and Sally Osberg of the Skoll Foundation.



The event provided an energizing sense of community and an unparalleled opportunity for networking and learning. It also helped build a body of knowledge for the Centre to use as it shapes its academic programs in social entrepreneurship. As one participant commented, "It was the best professional meeting I have attended in years. It was enlightening, informative, inspirational and even enjoyable. Most of all, it touched me personally because it reinforced all I have been spending my life on these past 12 years."

The 2005 Skoll World Forum will be held March 30 through April 1, 2005, at the Skoll Centre for Social Entrepreneurship. It will focus on social networks and their value to social entrepreneurs.

■ **For more information, see**
www.skollfoundation.org/skollcentre/skoll_forum.asp

The Skoll World Forum on Social Entrepreneurship takes place at the Skoll Centre at Oxford University.



MITCH WILSON

...compelling stories of passionate and determined social entrepreneurs...

To capture the stories for the series, award-winning producers Charles Stuart, Bonni Cohen and Carl Byker took film crews to nine countries. The original music score for the series was created by Chris Hedge. The series producers are Michael S. Malone and Robert A. Grove of Malone/Grove Productions, who previously told the stories of business entrepreneurs in "Betting It All" and "Betting It All 2" for the Public Broadcasting System.

"The New Heroes" will debut on public television in 2005.

■ **For details, visit**
www.skollfoundation.org/newheroes/

"The New Heroes"

In October 2003 we awarded Oregon Public Broadcasting a one-time grant of \$1.7 million to produce "The New Heroes," a four-part documentary series that tells the compelling stories of passionate and determined social entrepreneurs whose work is transforming the world.

The series profiles 12 individuals, including Moses Zulu, who works with hundreds of children orphaned by AIDS in Children's Town in Zambia; Maria Teresa Leal, who started a high-fashion sewing cooperative in Rio de Janeiro that is respectful of the environment and follows fair labor practices; and Inderjit Khurana, who started schools for homeless children who congregate near the train tracks in India to beg from passengers.

Above, a doctor from Aurolab gives India's poorest the gift of sight. At right, behind the scenes during the "Maria Teresa Leal" shoot in Rio.



RICHARD GOMES



P R O F I L E :

Room to Read

GRANT AMOUNT

\$200,000 over 20 months

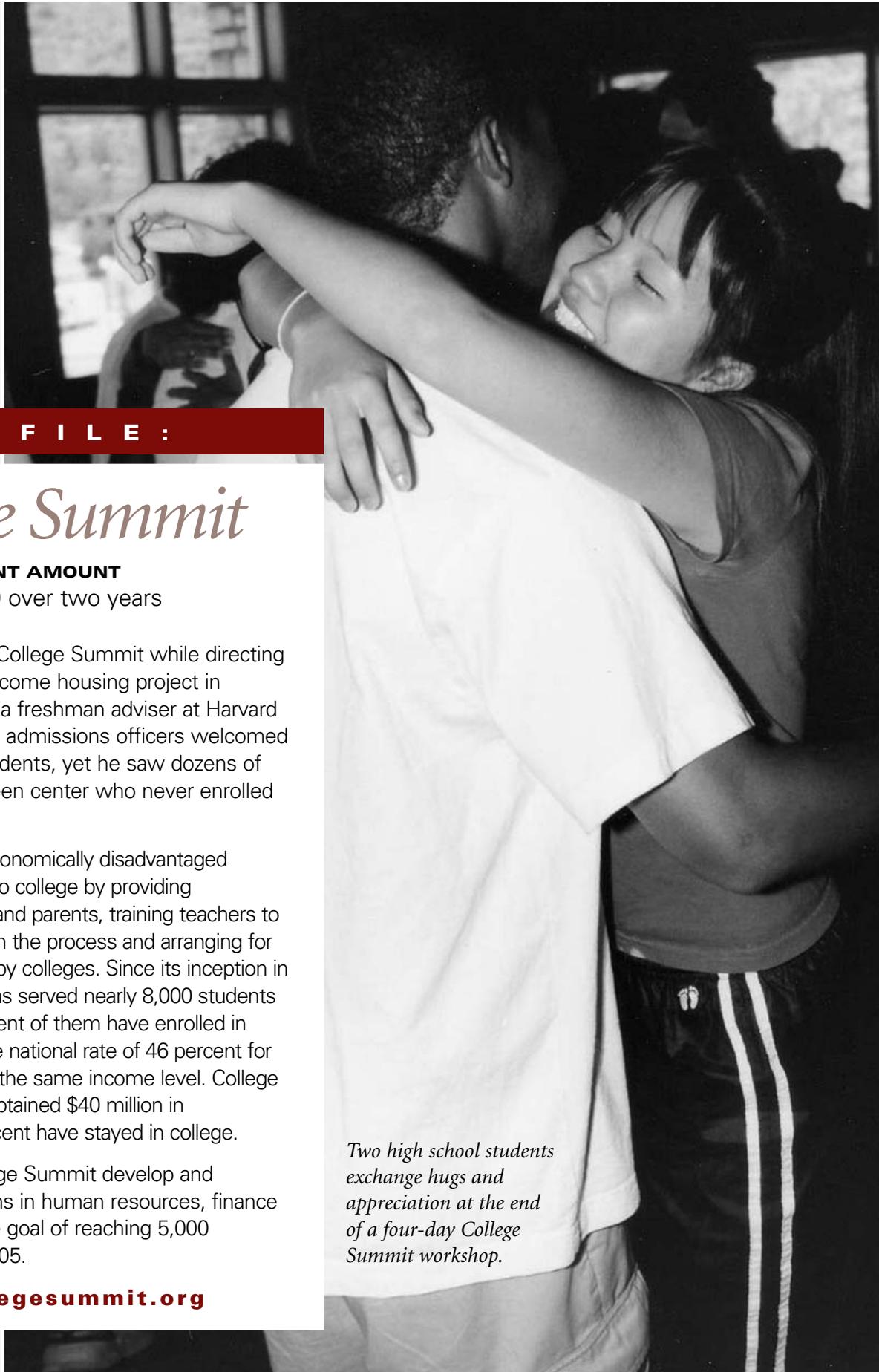
Following a trek through the Himalayas, John Wood traded in a six-figure salary at Microsoft Corp. to start Room to Read, which was founded on the belief that education is crucial to breaking the cycle of poverty. Wood was dismayed by the paucity and poor quality of books available to the Tibetan children he met. But he knew that ensuring the literacy of these children would take more than supplies; it would mean turning villages into communities that would support education. So he partnered with villages to build libraries and schools, combining a steady supply of books with a tangible sign to children of the elders' commitment to their learning.

Since its founding in 1998, Room to Read has established 110 schools and 1,500 libraries, donated 500,000 new children's books, established 45 computer and language labs, and funded 950 girls' scholarships, benefiting more than 500,000 children in Cambodia, India, Laos, Nepal and Vietnam.

Our support is helping the organization develop the infrastructure and capacity to educate more than 700,000 children by 2006.

www.roomtoread.org

*Children in Nepal
discover the joy of
reading, thanks to
Room to Read.*



P R O F I L E :

College Summit

GRANT AMOUNT

\$300,000 over two years

J.B. Schramm founded College Summit while directing a teen center in a low-income housing project in Washington, D.C. Once a freshman adviser at Harvard University, he knew that admissions officers welcomed talented low-income students, yet he saw dozens of qualified youths at his teen center who never enrolled in college.

College Summit helps economically disadvantaged students make the leap to college by providing workshops for students and parents, training teachers to manage students through the process and arranging for early admission reviews by colleges. Since its inception in 1993, College Summit has served nearly 8,000 students in 14 states, and 79 percent of them have enrolled in college, nearly double the national rate of 46 percent for high school graduates at the same income level. College Summit students have obtained \$40 million in scholarships, and 80 percent have stayed in college.

Our grant will help College Summit develop and systematize its operations in human resources, finance and technology, with the goal of reaching 5,000 additional students in 2005.

www.collegesummit.org

Two high school students exchange hugs and appreciation at the end of a four-day College Summit workshop.



PROFILE :

The SEED Foundation

GRANT AMOUNT

\$200,000 over 20 months

Rajiv Vinnakota and Eric Adler quit their jobs as corporate consultants to start the nation's first urban public boarding school. They believed that inner-city youths could succeed in school and ultimately go to college if they had three meals a day, a warm bed, a hot shower and small classes where teachers gave them individual attention.

During the 2003-04 academic year, The SEED School in Washington, D.C., reached its capacity of 305 students. The school graduated its first class in June 2004, and 100 percent of the students were accepted to and are enrolled in college.

Our funds will support The SEED Foundation's groundwork for establishing a second school.

www.seedfoundation.com

Founders Rajiv Vinnakota (left) and Eric Adler plan to open a second SEED school.



PROFILE :

Benetech

GRANT AMOUNT

\$200,000 over two years

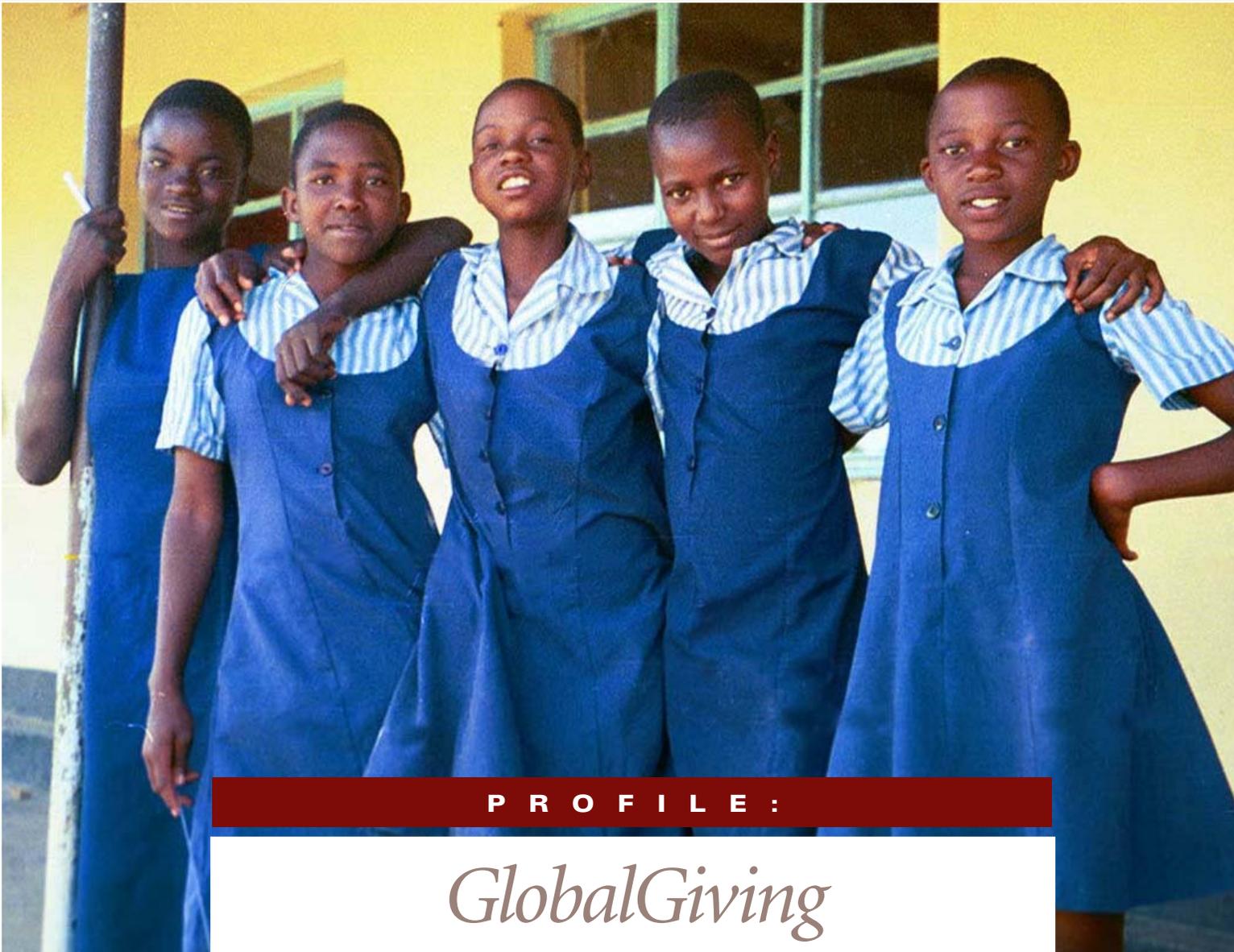
Formally trained as a rocket scientist and technologist, Jim Fruchterman traded in his business pursuits and applied his skills to provide reading machines for the blind through a nonprofit organization named Arkenstone in 1989. He subsequently started Benetech in 2000 to expand the technology-based Arkenstone model to address pressing social challenges in other fields.

A leading Benetech project is Martus, a software tool that allows users to collect, safeguard and disseminate information on human rights abuses around the world. Other initiatives include Bookshare.org, a legal online book-sharing community for people with disabilities, and the Landmine Detector Project, which is working to make military explosives detection technology available to humanitarian landmine removal efforts.

Our funding supports Benetech's general operating expenses and helps develop the organization's project pipeline.

www.benetech.org

*Jim Fruchterman,
founder of Benetech,
uses technology
to address unmet
social needs.*



P R O F I L E :

GlobalGiving

GRANT AMOUNT

\$1 million over two years

GlobalGiving was started by two former bank executives, Dennis Whittle and Mari Kuraishi, who were recruited to develop innovative ways for the World Bank to combat poverty. Through GlobalGiving, they use the power of the Internet to make it easier for donors to identify and contribute to grassroots projects around the world.

GlobalGiving removes the barriers to international charitable giving by eliminating high overhead costs, tracking what each contribution helps accomplish and enabling donors around the world to make online contributions. All projects are vetted and authenticated by GlobalGiving's network of nongovernmental organizations and in-country partners. GlobalGiving will use Skoll funding to build organizational infrastructure and operational and financial sustainability.

www.globalgiving.com

Through GlobalGiving, donors from around the world funded scholarships to benefit these girls in Zimbabwe.

Skoll Foundation Grants for 2004

SOCIAL ENTREPRENEURSHIP AWARDS

Agros Foundation

www.agros.org

\$100,000 for core support

Americans for Oxford, Inc.

www.sbs.ox.ac.uk/html

£4,444,196 for the Skoll Centre for Social Entrepreneurship at Oxford University

American University

www.american.edu

\$25,000 for Reconciliation and Development Bonds feasibility study

Ashoka

www.ashoka.org

\$25,000 for distribution of "How to Change the World" by David Bornstein

Bayview Hunters Point Center for Arts and Technology

www.baycat.org

\$50,000 for capacity building

Beneficent Technology, Inc.

www.benetech.org

\$200,000 for core support

College Summit, Inc.

www.collegesummit.org

\$300,000 for core support

DevelopmentSpace

Foundation, Inc.

www.GlobalGiving.com

\$200,000 for GlobalGiving Pilot 2003-04

Foundation Strategy Group, LLC

www.foundationstrategy.com

\$105,000 for study of performance measurement practices in the field of social entrepreneurship

GlobalGiving Foundation, Inc.

www.GlobalGiving.com

\$1,000,000 for core support

Global Greengrants Fund, Inc.

www.greengrants.org

\$75,000 for core support

Grameen Foundation USA

www.gfusa.org

\$100,000 for core support

Manchester-Bidwell Corporation

www.manchesterguild.org

\$25,000 for core support

Nonprofit Enterprise and Self-sustainability Team, Inc.

www.nesst.org

\$125,000 for core support

Oregon Public Broadcasting

www.opb.org

\$1,679,943 for "The New Heroes"

Room to Read

www.roomtoread.org

\$200,000 for core support

The Seed Foundation, Inc.

www.seedfoundation.com

\$200,000 for core support

Social Entrepreneurs Alliance for Change, Inc.

www.se-alliance.org

\$10,000 for fifth gathering of the Social Enterprise Alliance

Trickle Up Program, Inc.

www.trickleup.org

\$150,000 for core support

SILICON VALLEY AWARDS

American Leadership Forum Silicon Valley

www.alfsv.org

\$155,000 for core support and capacity building

Association of Fundraising Professionals

www.afpsv.org

\$5,000 for 2003 Philanthropy Day Awards Luncheon

Businesses United in Investing, Lending and Development

www.build.org

\$125,000 for core support

Commonwealth Club of California

www.commonwealthclub.org

\$20,000 for Commonwealth Club Silicon Valley 2004 National Leadership Award Dinner



Skoll Foundation Grants for 2004



Community Foundation Silicon Valley

www.cfsv.org

\$5 million for Community Investment Fund + \$663,994 in additional support

Community School of Music and Arts

www.arts4all.org

\$166,000 for core support and capacity building

Global Business Network, LLC

www.GBN.com

\$50,000 for Future of Silicon Valley scenario planning project

La Piana Associates, Inc.

www.lapiana.org

\$150,000 for Silicon Valley award recipient learning community

Lenders for Community Development

www.l4cd.com

\$173,640 for core support and capacity building

People Acting in Community Together, Inc.

www.pactsj.org

\$133,343 for core support

San Jose Conservation Corps

www.sjcccharterschool.org

\$150,000 for core support

Young Men's Christian Association of Santa Clara Valley

www.scvymca.org

\$98,000 for Project Cornerstone

SOCIAL SECTOR AWARDS

Council on Foundations

www.cof.org

\$14,670 for 2004 membership

Foundation Center

www.fdncenter.org

\$10,000 in multiple grants

The Foundation Incubator

www.foundationincubator.org

\$25,000 for merger exploration and development of business model

Grantmakers for Effective Organizations

www.geofunders.org

\$5,000 for 2004 membership

Groundspring.org

www.groundspring.org

\$200,000 for general operating support

Independent Sector

www.independentsector.org

\$7,182 for 2003-04 membership

Johns Hopkins University

www.jhu.edu

\$400,000 for CiviNet

Management Center

\$700 for Conversations in Social Enterprise Series

Philanthropic Research, Inc.

www.guidestar.org

\$250,000 for general operating support

William and Flora Hewlett Foundation

www.hewlett.org

\$90,000 for Blended Value Map

Women & Philanthropy, Inc.

www.womenphil.org

\$25,000 for annual meeting and membership

World Affairs Council of Northern California

www.wacsf.org

\$75,000 for Global Philanthropy Forum

SPECIAL OPPORTUNITY AND OTHER GRANTS

All Our Relations

www.sympatico.ca

\$5,000 for "Living Well, Dying Well: Two Sides of the Same Coin" conference

American India Foundation

www.aifoundation.org

\$5,000 for general operating support

American Leadership Forum

[www.alfsv.org/info/national_ affiliates.shtml](http://www.alfsv.org/info/national_affiliates.shtml)

\$8,500 for general operating support

Associates of the University of Toronto, Inc.

\$3,750,000 (Canadian dollars) for the Jeffrey Skoll BASc/MBA program

Back Pain Foundation

\$145,000 for Back Pain Foundation feasibility study

Beneficient Technology, Inc.

www.benetech.org

\$200 for general operating support

Boys & Girls Clubs of Silicon Valley

www.bgclub.org

\$8,500 for general operating support

Skoll Foundation Grants for 2004



Catholic Charities of San Jose
www.ccsj.org
\$10,000 for youth services program

**Center for Non-Profit
Corporations Inc.**
www.njnonprofits.org
\$2,500 for general operating support

Chrysalis Center
www.changelives.org
\$10,000 for third annual Butterfly Ball

College Summit, Inc.
www.collegesummit.org
\$500 for general operating support

Foundation for a Civil Society, Ltd.
www.fcsny.org
\$1,500 for civil society development

**Fountain Valley School
of Colorado**
www.fvs.edu
\$1,250 for scholarship

**Greater Bay Area Make-A-Wish
Foundation, Inc.**
www.makewish.org
\$2,500 for Adopt-a-Wish Program

Half the Sky Foundation
www.halfthesky.org
\$10,000 for general operating support

**Lucile Packard Foundation
for Children**
www.lpfch.org
\$5,000 for capital campaign

**Mills-Peninsula Hospital
Foundation**
www.mills-peninsula.org
\$5,000 for capital campaign

**Next Door Solutions to
Domestic Violence**
www.nextdoor.org
\$25,000 for merger

Pine Bay Foundation
www.campwinston.com
\$1,650 for Place for Me

**Rotary Club of San Jose
Endowment, Inc.**
www.sjrotary.org/index.html
\$3,000 for annual event

San Francisco First Tee
\$10,000 for First Tee

**San Jose Children's
Discovery Museum**
www.cdm.org
\$65,000 for general operating support

**San Mateo Public Library
Foundation**
www.smlibraryfoundation.org
\$2,500 for capital campaign

Stanford University
www.stanford.edu
\$57,000 in multiple grants

**Supporters of Westwind
Community Barn**
www.westwindbarn.com
\$5,000 for general operating support

Trustees of Princeton University
\$1,000,000 for capital campaign

**Uganda Children's Charity
Foundation**
www.uccf.org
\$10,000 for general operating support

VIA Foundation
www.nadacevia.cz
\$2,500 for community philanthropy

Viva Rio
www.vivario.org.br/english/
\$2,000 for Villa Lobinhos Cultural
initiative

The Walden Woods Project
www.walden.org
\$145,000 in multiple grants

Women & Philanthropy, Inc.
www.womenphil.org
\$5,000 for board giving challenge

World Schizophrenia Fellowship
www.world-schizophrenia.org
\$15,000 for administrative support

Young Storytellers Foundation
www.youngstorytellers.com
\$10,000 for Young Storytellers Program



Skoll Foundation Grants for 2003

SKOLL ENTREPRENEUR GRANTS

Americans for Oxford, Inc.
www.northamerica.ox.ac.uk/
\$155,000 for global summit on social entrepreneurship

Ashoka
www.ashoka.org
\$1,500,000 for Global Academy of Leading Social Entrepreneurs

Bayview Hunters Point Center for Arts and Technology
www.baycat.org
\$850,000 for core support

SKOLL INNOVATOR GRANTS

Acumen Fund
www.acumenfund.org
\$300,000 for Economic and Civic Enterprise Portfolio

College Summit, Inc.
www.collegesummit.org
\$54,000 for college preparatory program

SKOLL COMMUNITY GRANTS

ACCION International
www.accion.org
\$150,000 for Microsmart credit and evaluation tool for microcredit institutions

Across the Bridge Foundation
www.downtowncollegeprep.org
\$50,000 for Verbal and Math Reasoning Program

Allavida
www.allavida.org
\$50,000 for "Alliance" magazine

American India Foundation
www.aifoundation.org
\$50,000 for strengthening philanthropy among the Indo-American diaspora

American Leadership Forum Silicon Valley
www.alfsv.org
\$5,000 for 12th annual Exemplary Leader Award

Association for Enterprise Opportunity
www.microenterpriseworks.org
\$25,000 for AEO Regional Microenterprise Training Institute

Association of Fundraising Professionals
www.afpsv.org
\$11,800 for Philanthropy Day Award

Businesses United in Investing, Lending and Development
www.build.org
\$20,000 for Entrepreneurs 1 and 2 classes

City Year San Jose/Silicon Valley
www.cityyear.org/san_jose
\$50,000 for Starfish Corps

Commonwealth Club Silicon Valley
www.commonwealthclub.org
\$25,000 for Philanthropy Series

Community Foundation Silicon Valley
www.cfsv.org
\$227,000 in multiple grants

CompassPoint Nonprofit Services
www.compasspoint.org
\$57,500 in multiple grants

CompuMentor
www.compumentor.org
\$50,000 for TechSoup/DiscounTech

Council on Foundations
www.cof.org
\$5,030 for 2003 membership

Count Me In for Women's Economic Independence, Inc.
www.count-me-in.org
\$50,000 for expansion and outreach

Eastside College Preparatory School
www.eastside.org
\$50,000 for math and science program

Enersol Associates, Inc.
www.enersol.org
\$25,000 for Edusol solar-powered education model



Skoll Foundation Grants for 2003

Entrepreneurs Foundation

www.efbayarea.org
\$50,000 for community involvement program and seminar

First Nations Development Institute

www.firstpeoples.org
\$30,000 for International Funders for Indigenous Peoples

First Nations Oweesta Corporation

www.oweesta.org
\$35,000 for general operating support

Foundation Center

www.fdncenter.org
\$5,000 for membership

Foundation for a College Education

www.collegefoundation.org
\$15,000 for college-bound program

The Foundation Incubator

www.foundationincubator.org
\$12,680 in multiple grants

Freedom from Hunger Foundation

www.freefromhunger.org
\$50,000 for microcredit with education

Global Fund for Children

www.globalfundforchildren.org
\$50,000 for capacity building

Grameen Foundation USA

www.gfusa.org
\$50,000 for microcredit in Pakistan

Groundspring.org

www.groundspring.org
\$50,000 for general operating support

International Development Exchange

www.idex.org
\$30,000 for capacity building and youth microenterprise initiatives in Zimbabwe

Katalysis Partnership, Inc.

www.katalysis.org
\$50,000 for rural microfinance in Central America

Lenders for Community Development

www.l4cd.com
\$50,000 for small business/microenterprise program

Mayfair Improvement Initiative

www.mayfairneighborhood.org
\$43,000 for Small Business Project

National Foundation for Teaching Entrepreneurship

www.nfte.com
\$30,000 for entrepreneurship program in Silicon Valley

Nonprofit Enterprise and Self-Sustainability Team

www.nesst.org
\$50,000 for core support

Opportunities Industrialization Center West

www.oicw.org
\$50,000 for ASSESS: Achieving Self-Sufficiency Effectively through Skills and Support

Pacific Crest Outward Bound School

www.pcobs.org
\$15,000 for Pinnacle Program

Pro Mujer (Programs for Women)

www.promujer.org
\$50,000 for capacity building

Project Hope, The People to People Health Foundation, Inc.

www.projecthope.org
\$50,000 for Village Health Bank

Regents of the University of California

\$50,000 for learning center

Relief International

www.ri.org
\$50,000 for Integrated Women's Center

Room to Read

www.roomtoread.org
\$50,000 for local language children's book publishing in Nepal

Santa Clara University

www.scu.edu
\$75,000 in multiple grants

The SEED Foundation, Inc.

www.seedfoundation.com
\$50,000 for general operating support

SHARE Foundation: Building a New El Salvador Today

www.share-elsalvador.org
\$35,000 for Women's Empowerment Program

Summer Search

www.summersearch.org
\$50,000 for national expansion



MITCH WILSON

Skoll Foundation Grants for 2003

Teach for America

www.teachforamerica.org
\$50,000 for Summer Training Institute

Tides Center

www.tidescenter.org
\$2,000 for Bay Area International Development Organization

VIA Foundation

www.nadacevia.cz
\$50,000 for The Path to Sustainability II Program

Women & Philanthropy

www.womenphil.org
\$10,000 for regional meeting

Women's Initiative for Self Employment

www.womensinitiative.org
\$50,000 for national initiatives

World Affairs Council of Northern California

www.wacsf.org
\$75,000 for Global Philanthropy Forum

SPECIAL OPPORTUNITY AND OTHER GRANTS

Academy for the Development of Philanthropy in Poland

www.filantropia.org.pl
\$7,250 for civil society development

Across the Bridge Foundation

www.downtowncollegeprep.org
\$750 for general operating support

Alliance for Community Care

www.alliance4care.org
\$5,000 for general operating support

American Leadership Forum

www.alfnational.org
\$4,500 for general operating support

American Leadership Forum Silicon Valley

www.alfsv.org
\$5,000 for general operating support

Amie Karen Cancer Fund for Children

\$1,500 for Camp Rainbow

Asian Americans for Community Involvement

www.aaci.org
\$5,000 for general operating support

Bill Wilson Center

www.billwilsoncenter.org
\$5,000 for general operating support

Bonnie Bergin Assistance Dog Institute

www.assistancedog.org
\$5,000 for general operating support

Catholic Charities

www.ccsj.org
\$10,000 for general operating support

Center for Excellence in Nonprofits

www.cen.org
\$12,500 for CEN Leading Edge Conferencing Series

Children's Discovery Museum

www.cdm.org
\$75,000 for general operating support

CityTeam Ministries

www.cityteam.org
\$7,500 for general operating support

Community Breast Health Project

www.cbhp.org
\$1,500 for general operating support

Community Services Agency

www.csacares.org
\$5,000 for general operating support

Emergency Housing Consortium

www.homelessness.org
\$10,000 for general operating support



Exploratorium

www.exploratorium.edu
\$100,000 for 26th annual Exploratorium Awards

Foundation for a Civil Society, Ltd.

www.fcsny.org
\$1,000 for general operating support

Fountain Valley School

www.fvs.edu
\$1,000 for scholarships

Fromm Institute for Lifelong Learning

www.usfca.edu/fromm/
\$1,500 for general operating support

Gardner Family Care Corporation

\$2,500 for general operating support

Gardner Family Health Network, Inc.

\$10,000 for general operating support

Global Fund for Children

www.globalfundforchildren.org
\$12,500 for Children's Town program at Malambanyama Village, Zambia

Global Heritage Fund

www.globalheritagefund.org/home.html
\$1,000 for World Heritage sites in developing countries

Skoll Foundation Grants for 2003

Global Security Institute

www.gs institute.org
\$10,000 for Bipartisan Security Group

InnVision

www.innvision.org
\$10,000 for general operating support

**Jewish Vocational and Career
Counseling Services**

www.jvs.org
\$1,500 for general operating support

Lamplighters

www.lamplighters.org
\$500 for general operating support

Live Oak Adult Day Services

www.liveoakadultdaycare.org
\$2,500 for general operating support

Loaves & Fishes Family Kitchen

www.loavesfishes.org
\$2,500 for general operating support

**Mexican American Community
Services Agency**

www.macsa.org
\$12,500 for charter school accreditation

Mulberry School

www.mulberry.org
\$2,500 for scholarship fund for
low-income students

National Hispanic University

www.nhu.edu
\$10,000 for general operating and
program support

New Creations Home Ministries

www.newcreationhome.org
\$5,000 for general operating support

**Next Door Solutions to
Domestic Violence**

www.nextdoor.org
\$5,000 for general operating support

Philharmonia Baroque Orchestra

www.philharmonia.org
\$1,500 for general operating support

Pine Bay Foundation

www.campwinston.com
\$145,820 for Camp Winston expansion

Planned Parenthood Mar Monte

www.ppmarmonte.org
\$5,000 for general operating support

Project Match, Inc.

www.projectmatch.org
\$2,500 for general operating support

RotaCare International, Inc.

www.rotacarebayarea.org
\$2,500 for general operating support

**Rotary Club of San Jose
Endowment Inc.**

www.sjrotary.org/index.html
\$3,000 for annual event

Sacred Heart Community Service

www.shcstheheart.org
\$5,000 for general operating support

San Jose Family Shelter

www.sjfamilyshelter.org
\$5,000 for general operating support

San Jose Museum of Art

www.sjmusart.org
\$10,000 for Summer Art Studios

Santa Clara University

www.scu.edu
\$6,250 for Markkula Center for
Applied Ethics

School-Force

www.school-force.org/index.html
\$500 for general operating support

Second Harvest Food Bank

www.2ndharvest.net
\$10,000 for general operating support

Stanford University

www.stanford.edu
\$52,500 in multiple grants

St. Joseph's Family Center

\$2,500 for general operating support

**St. Vincent de Paul Society of
Santa Clara County**

www.svdpc.org
\$5,000 for general operating support

Sunnyvale Community Services

www.svcommunityservices.org
\$5,000 for general operating support

**Support Network for
Battered Women**

www.snbw.org
\$2,500 for general operating support

TheatreWorks

www.theatreworks.org
\$1,000 for general operating support

**Uganda Children's Charity
Foundation**

www.uccf.org
\$6,250 for general operating support

VIA Foundation

www.nadacevia.cz
\$10,000 for civil society development



MITCH WILSON

Boards of Directors and Staff

Board of Directors of The Skoll Foundation*

Jeffrey S. Skoll

Founder and Chairman, Skoll Foundation

James G.B. DeMartini, III

Managing Partner, Seiler & Company, LLP

Debra L. Dunn

*Senior Vice President of Corporate Affairs
and Global Citizenship, Hewlett-Packard Co.*

Roger L. Martin

*Dean, Rotman School of Management,
University of Toronto*

Sally Osberg

President and CEO, Skoll Foundation

Board of Directors of The Skoll Fund

Jeffrey S. Skoll

Founder and Chairman, Skoll Foundation

Debra Engel

Private Investor and Consultant

James G.B. DeMartini, III

Managing Partner, Seiler & Company, LLP

Kirk O. Hanson

*Executive Director, Markkula Center for
Applied Ethics*

Peter Hero

*President, Community Foundation
Silicon Valley*

*As of December 2004

Staff

Sally Osberg

President and CEO

Barbara Kibbe

*Vice President, Program and
Effectiveness*

Sandy Herz

*Vice President, Marketing and
Communications*

Christy Chin

Senior Program Officer

Phil Collis

IT/Web Developer

Jeffery "Vaz" Douglas

*Social Edge Community
Manager*

Richard Fahey

Controller

Linda Laird

Executive Assistant

Pamela Lawrence

Program Coordinator

Wendy Marzetta

Assistant to the President

Will Morgan

Program Officer

Terry Nagel

Communications Officer

Ruth Norris

Senior Program Officer

Avon Swofford

Program Officer

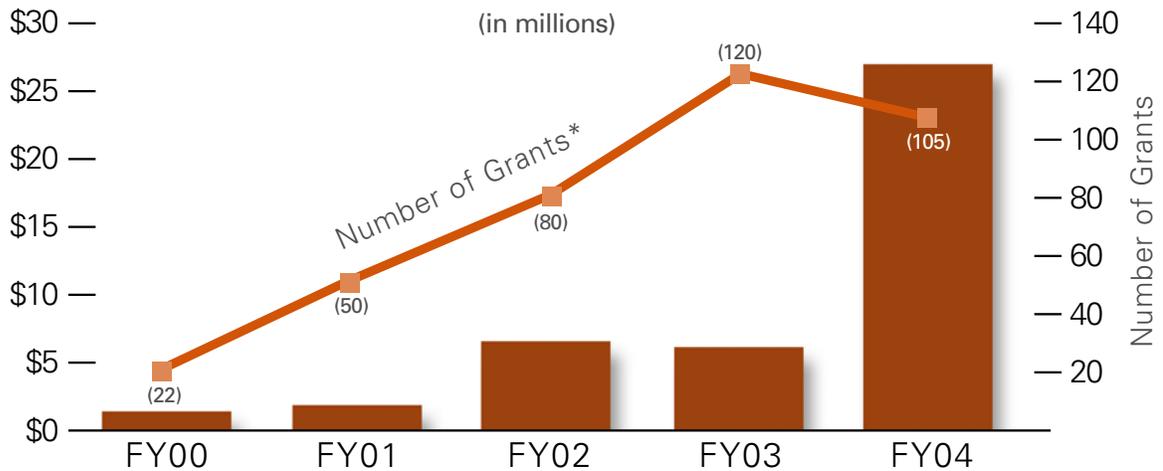
Cristina Yoon

Grants Administrator

Financial Information

The Skoll Foundation's grant strategy changed over the two-year period from July 1, 2002, to June 30, 2004. We initially allocated funding across a broad number of organizations, but subsequently made the strategic decision to leverage the impact of our grantmaking by making fewer grants in larger amounts and by making more multiyear grants in order to give award recipients a greater ability to achieve their goals. FY 2004 also includes two exceptional awards: a £4.44 million grant over five years to Oxford University to establish the Skoll Centre for Social Entrepreneurship and a \$5 million grant over five years to Community Foundation Silicon Valley to establish the Community Investment Fund. Please note that, in accordance with generally accepted accounting principles, grants reflect commitments made during the year, some of which will be paid over multiple years.

Skoll Foundation Grant Trends



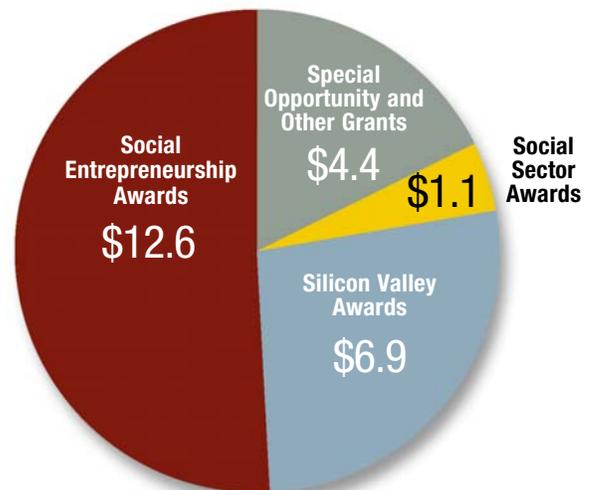
2003 Grant Allocations

(in millions)



2004 Grant Allocations

(in millions)



*The numbers of grants for each year are greater than those shown in the grant listings in this report because multiple grants to the same organizations were combined in the grant listings.

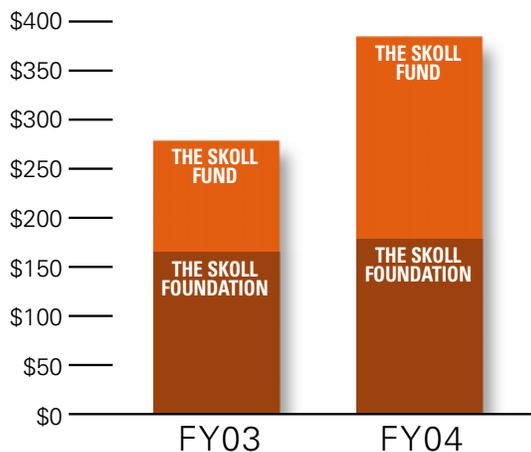
Financial Information

The Skoll Foundation encompasses two separate corporations: a private foundation legally known as The Skoll Foundation and a public charity called The Skoll Fund. The Skoll Fund, created in 1999, is a supporting organization associated with Community Foundation Silicon Valley of San Jose, California. Each entity is governed by its own Board of Directors, and the private foundation, launched in 2002, manages the day-to-day operations, grantmaking and programs of both entities. Both organizations were founded to support social entrepreneurship, and together they are known as the Skoll Foundation.

	TOTAL ASSETS		GRANT AWARDS	
	as of		for the 12 months ending	
	6/30/03	6/30/04	6/30/03	6/30/04
The Skoll Fund	\$112,093,959	\$201,696,442	\$5,757,330	\$12,401,572
The Skoll Foundation*	\$160,615,519	\$179,936,978	0	\$12,603,437
Total	\$272,709,478	\$381,633,420	\$5,757,330	\$25,005,009

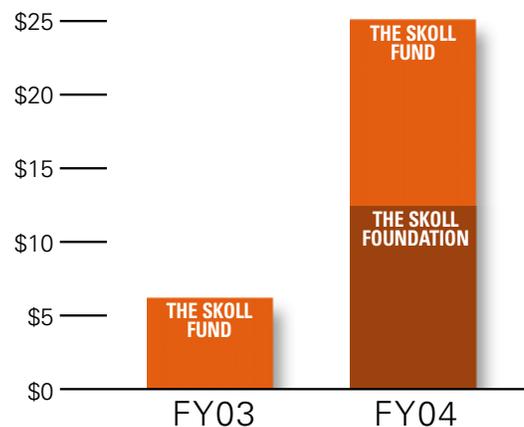
Skoll Foundation Assets

(in millions)



Grant Awards

(in millions)



*In order to provide comparable data, this annual report reflects the activities of both The Skoll Foundation and The Skoll Fund for the 12-month period ending June 30. For tax reporting purposes, the private foundation had a fiscal year ending November 30.

*“By supporting social entrepreneurs,
we empower individuals to
sow the seeds of positive social change
in their communities around the world.
Their innovations are our best hope
for a better world.”*

— JEFF SKOLL

skoll
FOUNDATION

www.skollfoundation.org

250 University Avenue
Palo Alto, CA 94301
(650) 331-1031

info@skollfoundation.org