



Annual Report

FISCAL YEAR 2024



Success in
College and Beyond



THE PROBLEM

Only 21% of U.S. low-income, first-generation college students who start at any 2-year or 4-year institution graduate from college in 6 years.*

OUR MISSION

Our mission is to empower low-income, first-generation college students to graduate and obtain a job that aligns with their career goals.

OUR VISION

Our vision is to transform lives through college success and entry into rewarding careers. This transformation ripples outward to families and communities, and inter-generationally, to break the poverty cycle for good.



* Cahalan, Margaret W., Perna, Laura W., Addison, Marisha, Murray, Chelsea, Patel, Pooja R., & Jiang, Nathan. (2020). Indicators of Higher Education Equity in the United States: 2020 Historical Trend Report. Washington, DC: The Pell Institute for the Study of Opportunity in Higher Education, Council for Opportunity in Education (COE), and Alliance for Higher Education and Democracy of the University of Pennsylvania (PennaHEAD).

WHAT DOES THIS REPORT COVER?

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Dear Friends,

Thank you all for another successful year. This past spring, we accepted a class of 54 students from Santa Clara and San Mateo Counties. In addition to providing our core services of scholarships, mentoring, college and career success trainings, and internship support, thanks to the generosity of many of you, we also continued providing students with other critical assistance, such as mental wellness support, emergency funds, and loaner laptops.



This past year was a critical moment for PCF as we engaged in significant capacity building. As a growing and evolving organization, we invested in building our infrastructure and strengthening our systems. In addition, PCF believes in reflection and constant improvement. So, we launched several exciting initiatives. Historically, PCF has served students who enroll in a 4-year college/university straight out of high school. To meet the increasing number of low-income, first-generation students enrolling in community colleges, we launched a pilot to support approximately ten students who began their higher education careers at a community college. We are thrilled to collaborate with Santa Clara University and Evergreen Valley College to support five of these students in the coming years.

To accommodate our growth and to offer an additional level of support to students, we launched the PCF Online Learning Center (OLC) in July 2023. The OLC is a tool that students can access 24/7. It contains curriculum tailored to where students are in their college careers. It is a tool intended to provide students with the foundational skills necessary for college and career success so that PCF staff can focus on providing students with the individualized support that PCF students require.

For years, we have hosted the College and Career Leadership Conference for PCF scholars. This professional conference, which provides students with myriad workshops ranging from Personal Finance to Navigating Your First Year of College to Networking 101, was very labor intensive. This past June, we partnered with the College Success Collaborative, a local collaborative of twelve college access and success organizations, that recently began putting on a conference very similar to PCF's conference. This partnership enables us to leverage resources of other organizations while affording our scholars the opportunity to expand their networks.

On behalf of scholars, their families, alums, staff, and the PCF Board of Directors, I thank you for continuing on this journey with us. We recognize that we are able to do this work thanks to the dedicated community of donors, mentors, volunteers, and other supporters. Thank you for your ongoing support.

With appreciation,

Christina Mireles
Executive Director

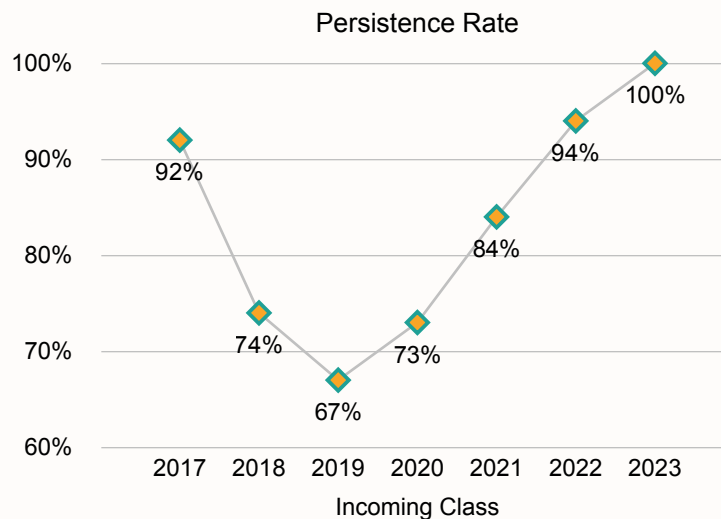
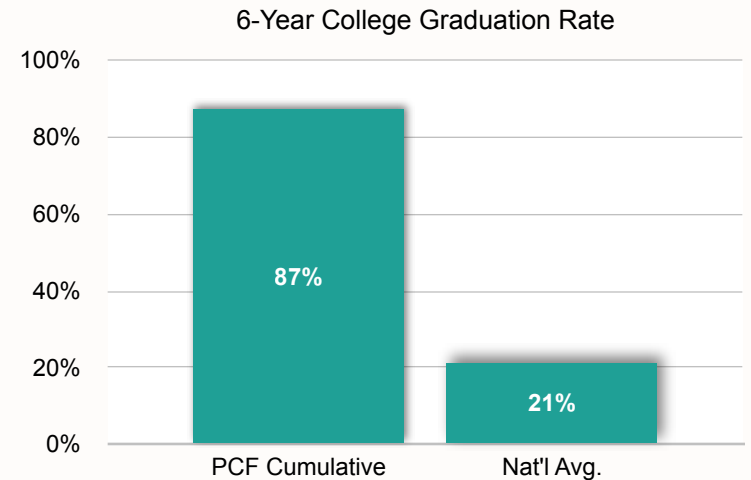
Success in College

College success for PCF scholars can be measured by their persistence and 6-year graduation rate.

The persistence rate is the rate at which students return to an institution of higher learning the following year. The incoming classes of 2018, 2019 and 2020 were impacted the greatest by COVID, as illustrated in the graph below.

PCF's 6-year graduation rate of 87% stands well above the national average of 21%* for low-income, first-generation college students who start at any 2-year or 4-year institution.

* Cahalan, Margaret W., Perna, Laura W., Addison, Marisha, Murray, Chelsea, Patel, Pooja R., & Jiang, Nathan. (2020). Indicators of Higher Education Equity in the United States: 2020 Historical Trend Report. Washington, DC: The Pell Institute for the Study of Opportunity in Higher Education, Council for Opportunity in Education (COE), and Alliance for Higher Education and Democracy of the University of Pennsylvania (PennAHEAD).



Success in Life

Declared Majors for the Class of 2024

- Art
- Biology
- Business
- Business Management
- Chicano/Chicana Studies
- Child and Adolescent Development
- Civil Engineering
- Cognitive Science
- Community Studies
- Computer Engineering
- Computer Science
- Criminal Justice
- Economics
- Education, Society, and Human Development
- Finance
- Kinesiology
- Landscaping Architecture
- Physics
- Psychology
- Public Health
- Social Work
- Sociology



"I entered college as an Accounting and Information Systems major with limited knowledge of the accounting world, especially since I began my journey online and didn't have many connections to guide me. A turning point in my career came during The Peninsula College Fund Career Exploration Fair where I met a volunteer who introduced me to the wide range of internship opportunities at the Big 4 firms. Inspired, I applied for the Discovery 1 internship at Deloitte. With my mentor's support, I networked with professionals and was soon offered an internship, launching my initial exploration into the world of accounting. I spent two enriching summers at Deloitte, deepening my understanding of the corporate world and accounting practices. By my third summer in college, I accepted an offer from Apple, eager to gain exposure to a different side of the corporate world.

During my time in Apple's Finance Development Program, I discovered a new passion at the intersection of finance, technology, and innovation. The tech industry provided a fresh perspective, enabling me to work on impactful projects that aligned with my interests. After graduation, I joined Apple full-time as a Financial Analyst. Reflecting on my journey, each experience — from Deloitte to Apple — has shaped me into a more adaptable and curious professional. The guidance I received from the PCF program, my mentors, and my internships played a critical role in helping me uncover my true strengths and passions. As I transition into full-time work, I'm excited about the opportunities at Apple and look forward to contributing to innovative financial strategies within the tech industry."

- Franchesca
Santa Clara University, 2023
Financial Analyst
Apple Inc.

Scholarships



"PCF not only has lifted some weight off my shoulders financially, but my mentor has been helpful since day one. My mentor is a very friendly and helpful person answering most questions and looking for answers when she doesn't know them. Not only have the meetings with my mentor and the staff been helpful, the resources that The Peninsula College Fund provides are very helpful - from where to find textbooks for classes to tips on introducing yourself and feeling comfortable in class. PCF has provided a safe place for me to succeed in college."

- Jairo
CSU Monterey Bay, Class of 2028
Major: Cinematic Arts & Technology



"Over the past three years at PCF, my experience has been truly transformative. Not only has PCF supported my university's tuition, but it has also given me a variety of opportunities. This past year, through a partnership with PCF, I was able to complete an internship as a marketing intern at Second Harvest of Silicon Valley, while also expanding my network with connections to Adobe, Visa, and industry professionals. I am especially grateful for my mentor, Jeffrey Shore, for guiding me with important tasks to grow my network. He has always kept an eye out for people who I can potentially do informational interviews with and has supported me throughout my college

journey. Without PCF, I cannot imagine how my progress would have unfolded. Every day, I remain thankful for the donors, mentors, and college services team at PCF for their ongoing generosity and encouragement towards their scholars."

- Emma
San Jose State University, Class of 2026
Major: Digital Media



"I am beyond grateful to PCF staff and all the resources they provide students. Last year, I was assigned to the most kind and reliable mentor, Lana Devlikamova, who has guided me through making academic and personal choices. As an incoming sophomore, I have met with the Director of Career Services, Denise Villamil, who has shared many resources, including internships and opportunities around my field of interest. Lastly, I am thankful for PCF's donor financial support, which has helped cover the costs of my university's tuition and books and enabled me to solely focus on my academics."

- Luciana
UC Berkeley, Class of 2027
Major: Molecular & Cell Biology



"PCF has helped me a lot - through financial support, career services, and so much more! PCF has allowed me to meet lots of amazing, like-minded college students who share the same story as I do. Through PCF, I was able to get my first internship! Programs such as PCF that help the Latino community are super vital for the success of our community. I am so grateful for the support PCF has granted me!"

- Jonathan
University of San Diego, Class of 2025
Major: Political Science and Sociology

Scholarships Awarded
Since 2005

672

Scholarship Funds Awarded
Since 2005

\$5.4M

Mentoring

Making an Impact

295

Active Mentors

Navigating college as a first-generation student can be challenging. That's why The Peninsula College Fund matches every scholar with a caring adult professional who provides social/emotional, academic and career guidance, and support while scholars pursue their undergraduate degree and find a job that aligns with their career goals.

Mentors, volunteers with a variety of industry expertise, all share a deep belief in the power of education to elevate and help bridge the opportunity gap for first-generation students. Scholars and mentors alike often cite these long-term relationships as both rewarding and impactful.

72%

Strong Relationships

Mentors surveyed say they have been able to establish a strong relationship with their scholars.

83%

Increased Self-Efficiency

Mentors surveyed say they have seen growth in their scholars' self-efficiency.

79%

Recommend Mentoring to a Friend

Mentors surveyed say they would recommend mentoring to a friend.

Scan to
learn more



Learn more by visiting www.peninsulacollegefund.org/students/mentors/



Online Learning Center

The Online Learning Center (OLC) was launched as part of the July 2023 College and Career Leadership Conference. The OLC is a vital component of our wraparound services, providing scholars with 24/7 access to information, resources, and their PCF peers to support their academic and career aspirations.

Serving as a central hub, the OLC, when complete, will offer a four-year curriculum tailored for first-generation students, including a comprehensive resource library that connects scholars to local support services to meet their immediate needs. To ensure the content is impactful and relevant, we continue to collaborate with PCF alumni to incorporate their valuable insights and experiences into this program.

The OLC is a multiphased project, and we are in the midst of Phase 1 for scholars. In the future, we plan to add a component for mentors.

College Success Collaborative Conference



This year, we proudly partnered with the College Success Collaborative, joining eleven other local organizations that serve students from underserved communities to host a one-day conference that unites our collective scholars.

The conference featured engaging sessions for over 300 scholars, with more than 30 speakers, including distinguished alumni. The program also included three inspiring keynote speakers, spearheaded by Antonio Lopez, Mayor of East Palo Alto. This was an impactful day for all who attended. Thank you to the many volunteers who supported this event.

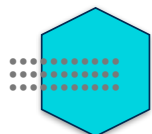
Explore our event by scanning the QR code!

Scan to
learn more



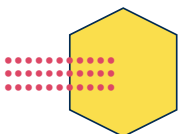
8th Annual Career Exploration Fair

One of the most anticipated events for our scholars and volunteers each year is our Virtual Career Exploration Fair. Unlike traditional job fairs, this event focuses on career exploration, helping scholars discover the wide array of career paths available in various industry sectors and providing the opportunity to talk 1:1 with volunteers from diverse professions. It's a cornerstone of our workforce and career-readiness program, designed to broaden our scholars' understanding of the marketplace and inspire their individual career aspirations.



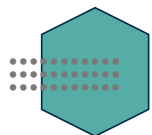
Scholar Participation

185 PCF scholars registered this year.



Volunteers

155 registered volunteers participated this year.



Career Exploration Fair

532 individual scholar/volunteer 1:1 meetings.

Volunteering Your Time and Talent

If you'd like to explore ways to get involved in any PCF event, we'd love to connect with you.

Scan to
learn more



"Had a fantastic time networking and sharing about my career path with Peninsula College Fund first-gen scholars. You are all so smart and full of energy! I have no doubt you will excel (as you are already)!"

Lale Stefkova, PhD
Senior Program Manager
Course Hero



"The PCF scholars brought great questions and were exceptionally prepared, making for some of the most genuine and insightful conversations. I was impressed with how organized and straightforward the event was. A big thank you to PCF for hosting such a well-coordinated event. I can't wait for next year!"

Enrique Corado
Director of Technology and Operations
Site Service Software



"I truly enjoyed speaking with PCF scholars. They were personable and gave me a great first impression of who they were and what they were interested in learning from our meeting. They have a bright future ahead of them!"

Michelle Miranda
Chief Operating Officer/Co-Founder
The VA Hub

Internships & Careers



"Before my internship at Valley Water, securing an opportunity like this felt like an uphill battle. As a first-generation college student, I lacked the advantage of having family members who had navigated internships or professional applications before. The internship search and application process presented a challenge. Things changed when I met with my mentor, Amanda, and the PCF Career Services team. With their combined support, I refined my resume and cover letter to better highlight my experience and skills. Thanks to their support, I gained the confidence and skills I needed, which ultimately led me to securing an internship.

As an intern at Valley Water, I developed and managed budgeting assignments, analyzed data, and tracked labor hours

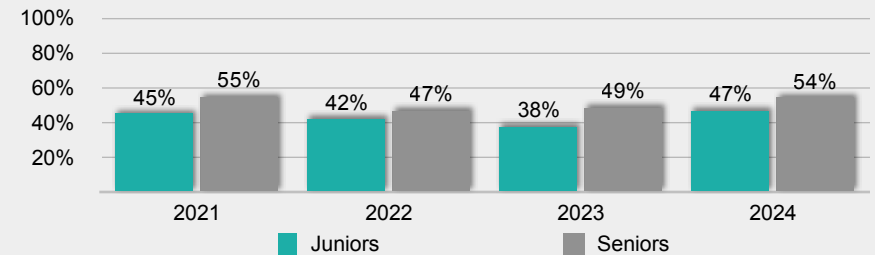
while actively participating in project meetings. This internship was an incredible opportunity that allowed me to learn from truly inspiring colleagues.

Providing internship opportunities is crucial for PCF scholars for several reasons. These internships offer practical, hands-on experience that supports career exploration in their field of study. They are transformative for first-generation and underrepresented students, bridging the gap between academic learning and real world application by providing exposure to professional environments and industry practices. Internships also allow students like myself to develop their professional network and gain mentorship and guidance from experienced professionals.

For PCF scholars who face unique challenges in their professional journeys, these internships are not just about gaining work experience but also about empowering individuals to succeed in their chosen fields."

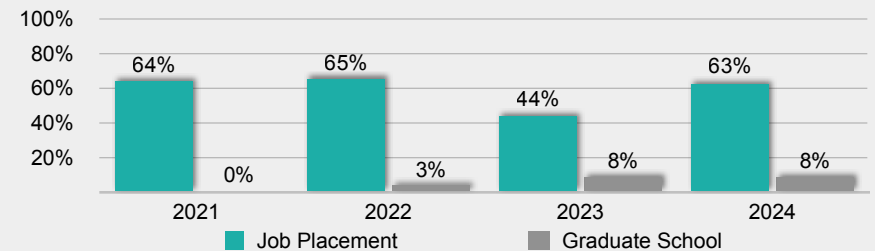
- Cindy Cisneros
UC Berkeley, Class of 2026
Major: Sociology

2024 Internship Acquisition Rates



Before the pandemic, 85% of seniors successfully secured internships. However, internship acquisition rates dropped sharply as the pandemic began. While we have seen a gradual recovery, progress has been limited. Since internships often lead to post-graduation job offers, our goal in the coming year is to strengthen partnerships with organizations and companies that offer these valuable experiences. Additionally, we aim to enhance our Scholars' hard and soft skills, equipping them to compete for and succeed in these opportunities.

PCF Post-Graduation Job Placement & Higher Education *



* These numbers represent placement rates at time of graduation.

Pre-pandemic, PCF college graduates secured post-grad jobs at a rate of 73% and enrolled in graduate school at a rate of 13%. In 2020, while the rate at which graduates enrolled in graduate school remained constant, the rate at which graduates secured post-grad jobs dropped to 31%. With the exception of 2023, since 2021 the percentage of graduates securing post-grad jobs has rebounded somewhat, though there is still much work to do! Today, college graduates continue to enroll in graduate school at lower rates than they did prior to the pandemic.



A Year of Growth and Connection for the Alumni Association

The Alumni Association had an exciting and impactful year, filled with a variety of events designed to bring members together and foster deeper connections. Over the course of 2023-2024, the Alumni Association hosted engaging workshops, a festive holiday gathering, and a memorable hike and presentation with Green Foothills, immersing our alumni in both learning and nature.

This year also marked a significant increase in engagement, with the addition of many new members, making our PCF community stronger than ever.

A special mention goes to Charles Schmuck, founder of PCF, whose continued involvement has been instrumental in helping the Alumni Association thrive. His dedication to engaging both new and longstanding alums has strengthened our PCF community even further.

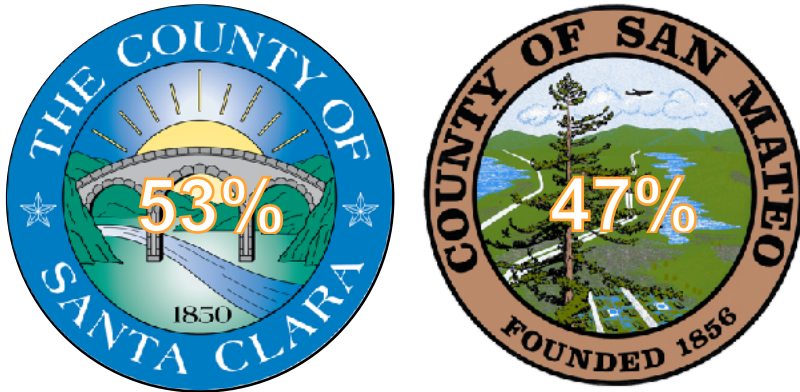


Looking ahead, the upcoming year promises even more opportunities for our alumni to connect, learn, and grow together. With exciting events already in the works, the Alumni Association can't wait to see what the future holds for its thriving network!

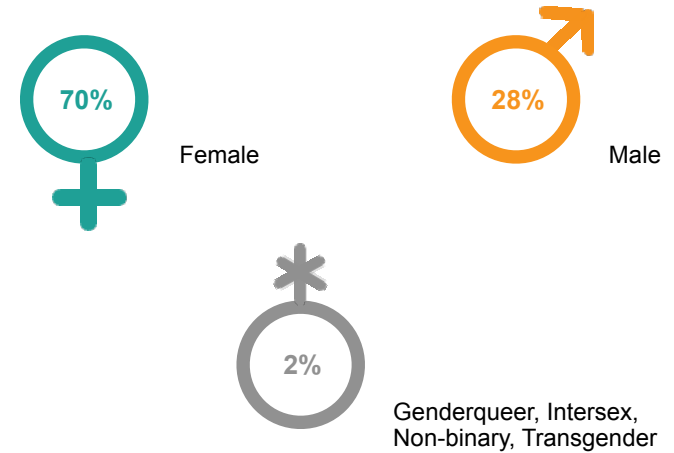


By the Numbers (July 1, 2023 - June 30, 2024)

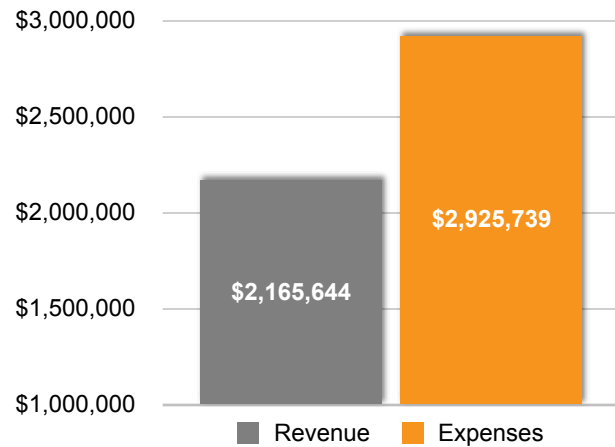
Percentage of Scholars Served by County



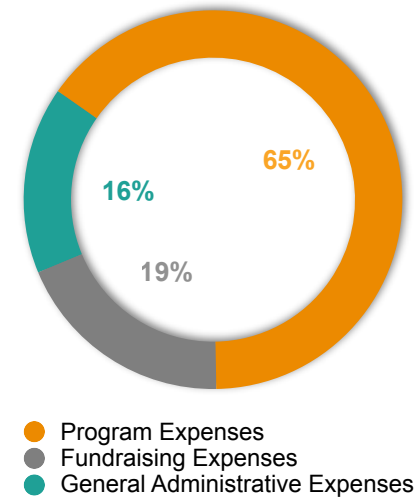
Current PCF Scholars by Gender



Revenue vs. Expenditures*



Operational Expenditures



Note:

* The PCF Board of Directors anticipated FY24 as a year of significant investment in the organization's capacity building efforts (e.g., hiring grant writer, finance consultant, Director of Operations, etc.). As a result, the Board of Directors approved expenses that outpaced revenue.

Our Team



Left to Right. Top Row: Steven Pazce – Program Coordinator, College Services, Brittany Decker – Director of Operations, Beth Williams – Director of Development and Communications, Christina Mireles – Executive Director, Cara Magliaro – Director of College Services, Martha Corral – Development and Marketing Lead, Matthew Solito – Program Coordinator, Career Services. Bottom Row: Samantha Wenzel – Program Coordinator, Career Services, Margaret Galvan – Development Coordinator, Nohely Peraza – Program Coordinator, College Services, Lupe Vasquez – Program Coordinator, College Services, Denise Villamil – Director of Career Services, Yessica Ramirez – Program Coordinator, College Services, Eduardo Cortez – Program Coordinator, College Services, Lizeth Diaz Navarrete – Program Coordinator, Career Services, Julia Galvan – Events Lead, Gianina Luna – Bookkeeper (not pictured)

Our Board

Charles Schmuck
Founder

Eric Hartwig
President

Karen Canty
Secretary

Jackee Bruno

Steve Carter

Bob Couch

Mia Garcia

Dani Gasparini

Lydia Kearney

Elisabeth Magaña

Michael Pope

Amna Qamar

Scott Rash

Charles Schaff

Michelle Soto

Erica Torres

Jo Volkert

Danny Winschuh

Anne Wong

Hernan Bucheli
Board Member Emeritus

Phil Ekedahl
Board Member Emeritus

Investing in the Next Generation of Leaders

First-generation college students face unprecedented challenges. At PCF, we're dedicated to supporting these scholars, who already carry significant economic and social burdens. With the increasing pressures of rising tuition and the high cost of living, it's more critical than ever for us to stand together in providing our support.

We invite you to make a meaningful contribution to ensure these students can graduate, secure transformational employment, and achieve financial stability. Your generosity will enable them to reach their full potential and pave the way for a brighter future.

Make a difference today and in the future by supporting The Peninsula College Fund! We look forward to thanking you for your commitment to this vital cause.

EVERYONE CAN MAKE A DIFFERENCE!

GIVE TIME – Become a mentor and provide invaluable advice, support, and role modeling. Your guidance and networking opportunities can greatly impact our scholars.

GIVE TALENT – Share your expertise by helping at PCF's annual College & Career Leadership Conference. Your insights on networking, interviewing, career selection, and academic preparation will be instrumental in shaping a scholar's future.

GIVE OPPORTUNITY – Offer a career-focused summer internship at your workplace or connect our scholars with informational interviews and potential internship experiences.

Your involvement can transform lives and pave the way for future success. Join us in supporting the next generation of leaders today!

GIVE GENEROUSLY! – The gift you make today can change a scholar's life in some of the following ways. Examples include:

\$24,000	Supports 1 scholar (wraparound services and scholarship) for all 4 years of college
\$10,000	Allows PCF to build capacity and serve more students in San Mateo and Santa Clara Counties
\$6,000	Provides mission critical support to PCF scholars
\$2,500	Helps in a variety of ways, including providing an internship stipend for a deserving scholar
\$1,500	Supports scholar or mentor training programs or comprehensive professional development for staff
\$1,000	Funds the Freshman Experience, a new program providing targeted support for freshmen that helps them navigate their first year of college
\$500	Funds a Scholar's attendance at the College & Career Leadership Conference, including the Career Exploration Fair
\$250	Provides emergency funds to Scholars to help with hardships that often get in the way of college completion, such as food insecurity, transportation and other basic necessities
\$100	Provides access to mental wellness resources or can meet other high priority needs

JOIN A GIVING CIRCLE!

A 4-year pledge increases our capacity to add new scholars in spring 2025. Our Founder's Circle is made up of generous donors who contribute \$6,000 a year for 4 years. These donors are paired with one of our remarkable scholars and receive updates on the scholar's progress biannually, including personalized notes from the student they are supporting.

If you are interested in joining a Donor Circle or learning more about making a legacy gift, contact our Director of Development & Communications, Beth Williams, at beth@peninsulacollegefund.org or call 650-542-8581.



Invest in the Future - Leave a Legacy with The Peninsula College Fund

Make PCF a part of your future plans and ensure your support for the next generation of leaders. By including PCF in your estate plans, you're helping to shape the futures of aspiring doctors, lawyers, engineers, teachers, entrepreneurs, and more.

Consider these meaningful ways to leave a legacy:

- Wills and Trusts
- Life Insurance or Retirement Plan
- Real Estate

If you're contemplating a legacy gift or have already included PCF in your plans, we'd love to hear from you.

Thank you for your commitment to building a brighter future for all of us!





Donors (July 1, 2023 - June 30, 2024)

BUSINESSES

Donors \$100,000+ Meta ♣

Donors \$5,000+

Blach Construction ♣
Braze for Social Impact Fund,
a fund of Tides Foundation
Cisco Systems, Inc.
Excite Credit Union
Heritage Bank
Lane Partners, LLC
Palo Alto Networks
TA Associates

Donors \$1,000+

Adobe
Dodge & Cox ♣
Harmony Capital
Howell Electric
LPL Financial
Morgan Stanley
One Work Place
Roblox
Salesforce
Summitry, LLC

Donors up to \$1,000

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Genentech
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Hispanic Foundation of Silicon Valley
Lambert Bridge Winery
Microsoft
Nike
Presentation High School
TransUnion

Employee Matching Gifts

Dodge & Cox Matching
Google Matching Gifts
Intuit Matching
Visa Matching Gift Program

CIVIC ORGANIZATIONS & FOUNDATIONS

Donors \$90,000+

Chan Zuckerberg Initiative
Lucas Brothers Foundation ♣
Sobrato Philanthropies
Sorensen Foundation

Donors \$20,000+

Intero Foundation
Leo M. Shortino Family Foundation
Sand Hill Foundation
Tarlton Foundation ♣

Donors \$10,000+

Atkinson Foundation
ECMC
Stanford University

Donors \$5,000+

Lantern League
Palo Alto Weekly Holiday Fund
PayPal Giving Fund ♣
Stanford HealthCare

Donors \$1,000+

Dean Witter Foundation
Family Resources International, Inc.
HalfMyDAF
Select Equity Group Foundation

IN-KIND DONORS

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Carlee & Rich Brown ♣
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Diana & Stephen Carter
Mark Cator ♦
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Cooper Family ♣ ★
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Niloo & Soroush Kaboli ♦
Lydia Kearney ♣ ★
Steve Kryger
Lambert Bridge Winery
Marchelle Wines
Peninsula Building Materials
Scott Rash ▲ ★
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Sacred Heart Schools
Cheryl & Charley Schaff ♣
Evy Schiffman
Sobrato Philanthropies
The Olympic Club
Erica Torres ★
John Volkert ★

INDIVIDUALS

Donors \$200,000+

Wendy & Eric Schmidt ♣
Andie & John Sobrato ♣ ★

Donors \$50,000+

Connie & Bob Lurie
Lisa & Matthew Sonsini ♣

Donors \$40,000+

Morey Greenstein Scholarship ♣
Michelle Oates & Peter Detkin ♣
Denise & Stephen Smith-Hams

Donors \$20,000+

Susan Bullis ♣
Ann Feldman
Susanne & Irving Grousbek
Mary Cooper Estate ♣ ★
Lydia & Thomas Moran
Elaine & Art Taylor ♣

Donors \$10,000+

B.J. Cassin Conservatorship ♣
Isabel & B.J. Cassin ♣
Kim & Todd Crockett
Loretta Doon ♣ ★
Ginny & Richard Haughey ♣
Lydia & Richard Kearney ♣ ★
Alison & Robert Leupold
Wallace Mersereau
James Naylor
Susan Petit ♣
Victoria & Michael Pope ♣ ★
Paula & Scott Rash ♣ ★
Jane Rytina & Jonathan Chadwick
Evy Schiffman

Donors \$5,000+

Addario Family Limited Partnership ♣
Mari & Manuel Alba-Marquez ♣
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Anonymous ♣ ★
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Timi Sobrato
Jaya & Raj Subramanian ♣ ★
Erica Torres ★
Jo & John Volkert ★

Donors \$1,000+

Anonymous
Joy & Steve Atwell
Bobbi Austin
Kathy & Frank Bartaldo

Jo & Robert Benson ▲ ★
Peggy & Don Blach
Boyle Family Fund
Marshall Burgamy
Karen & Ed Canty ▲ ★
Katie & James Cape ▲ ★
Karen & Mark Cator ♦
Rebecca & Thomas Cator
Don Cecil
Paulette & Pat Clements
John Corcoran
Patti Crisafi
Ray Davilla
Lisa & Bruce Deal
Colleen Devlin & Rick Rosenthal ▲ ★
Carol Dressler
Eliot Family Fund
James Fitzgerald
Gasparini-Beals Foundation ♣
Cynthia Gilkey
Krista & Eric Hanson ★
Deborah & Eric Hartwig ▲ ★
Nancy & David Heine ♦
Greg Henderson
Noelle & David Henderson
Margaret Jane Hiatt
Ann Elizabeth Hill & Robert Carr ★
Cyndy & Joseph Hogan
Lara Hoyem
Mary Hughes & Joe Simitian
Patricia & David Jacobson ★
Robin & Jay Jeffries
Joyce Johnsen
Johnsen Family Fund
Niloo & Soroush Kaboli ♦
Linda & Mike Klein ♦
Julie Lenden ★
Jeff Lokey
Vivian & Andy Lufkin
Nicole Lum
Carol Marks ★
Kathleen & Robert Matschullat
McMurty Family Foundation
Samuel Medrano ♦ ★
Phyllis & Wade Meyercord
Judy Miner
Scott Morey ★
Kathleen & Peter Muller ♣
Debbie & Peter Nelson
Cynthia & Michael O'Leary ♣
John Ottoboni
Mark Reinstra
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Cheryl & Charles Schaff ♣
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Jim Sherry
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