sf.citi();
Dear sf.citi members,

When sf.citi launched in 2012, we sought to create a first-of-its-kind organization that could empower the local tech and startup scene to collaborate with the City of San Francisco. At the time, San Francisco was home to nearly 1,200 tech companies, yet still struggled to rebound from the 2008 Recession. Through our first few years of work, we strategically engaged on key initiatives and advocated for sound policy for this growing sector, helping lead the way for the San Francisco we see today - now boasting double the amount of tech companies, record-breaking job growth, and among the lowest unemployment rates in the nation. With this strengthened sector behind us, there is no better time than now to propel sf.citi to the forefront of tech leadership on a local, national, and global level.

As the conduit organization for the tech industry, one of sf.citi’s most important roles is as a convener and partnership builder. This year we hosted over twenty different exclusive opportunities for our members to engage with cross-sector leaders and elected officials. Among our highlights, sf.citi hosted roundtables with both New York Mayor Bill de Blasio and Los Angeles Mayor Eric Garcetti, which provided sf.citi members with two unique opportunities to meet top leaders from other leading tech markets. sf.citi also launched our signature Lunch and Learn series, where we hosted a wealth of elected officials ranging from state leaders, such as Senator Scott Wiener and Assemblymember David Chiu, to local San Francisco leaders like Board of Supervisors President London Breed, Board of Education President Shamann Walton, and many more. We plan to provide many more introductions and relationship building opportunities for our members in 2018.

sf.citi also strengthened our work as a thought leader in important subjects at the intersection of technology and policy. This fall sf.citi joined San Francisco Mayor Ed Lee and Supervisor Mark Farrell to speak internationally in Kiel, Germany on how to foster innovation and advocate for the growing tech industry in Europe. In San Francisco, sf.citi debuted the organization’s first white paper, focused on the emerging issue of automation and jobs, and hosted a roundtable of representatives from government, the tech sector, venture capital, and nonprofits to discuss how we can address these issues at the city-level. Next year, sf.citi looks forward to continuing to work as a leader on civically engaging the tech industry.

With momentous changes happening at the federal level, 2017 inspired us to reimagine the tech sector’s social role here in San Francisco, and around the globe. It is more important than ever for us to build greater relationships locally, as well as with our fellow allies across the country and the world. sf.citi looks forward to continuing to build more of these integral partnerships and relationships for our members throughout 2018 and beyond.

Ron Conway, Board Chair
sf.citi is tech’s conduit to local policymaking in the City of San Francisco. By advocating for a collaborative approach to creating jobs and building our local economy, sf.citi provides its members with policy support, advocacy, and opportunities to partner with elected officials and community leaders across all sectors.

**Advocating for sound policy**

This year, sf.citi engaged in policy and advocacy support for our members issues, ranging from local policy proposals to sweeping federal regulations. On a local level, sf.citi actively coordinated and successfully opposed tech-crushing legislation such as the proposed corporate income tax and the controversial sidewalk robotics ban. On a state level, sf.citi actively supported improvements to transportation infrastructure and housing affordability, including the “housing package” signed into law by Governor Brown. Finally, 2017 saw the vocal emergence of the tech community in response to highly divisive measures by the Trump Administration. sf.citi supported those efforts by opposing the travel ban and supporting the preservation of net neutrality.
Connecting our members

In 2017, sf.citi launched our Lunch and Learn series, which provides members with regular opportunities to meet the elected officials who represent them. These intimate and engaging conversations between members and legislators explored the shared challenges affecting the tech community and San Francisco more broadly, from building housing to improving transit infrastructure, and encouraging innovation and business growth. In the inaugural year of the series, we hosted 8 lunches overall with Board of Education President Shamann Walton, Assemblymember David Chiu, State Senator Scott Wiener, and San Francisco Supervisors Ahsha Safai, Hillary Ronen, London Breed, and Katy Tang.
February @Google **Ahsha Safai** ● April @Salesforce **Hillary Ronen**
May @Lyft **Katy Tang** ● June @LinkedIn **Shamann Walton** ● July @Microsoft **London Breed**
September @AdRoll ● October @Airbnb **David Chiu**
November @Postmates **Scott Wiener**
Collaborating nationally and internationally

As part of the expansion of sf.citi’s representation work, sf.citi hosted a series of exclusive, cross-regional mayoral roundtables to offer sf.citi members a chance to develop and strengthen ties in other large and growing tech markets. This past year, sf.citi hosted a roundtable with New York Mayor Bill de Blasio in April, followed by a roundtable with Los Angeles Mayor Eric Garcetti in May. To strengthen our work even further, sf.citi participated in a delegation trip to Germany with Mayor Lee and Supervisor Farrell, where sf.citi Executive Director Jennifer Stojkovic spoke to a panel of city leaders from across the globe on the topic of building smart cities during the Digital Kiel Week conference.
Leading on important initiatives

As a convening organization at the intersection of tech and local government, sf.citi is uniquely positioned to address emerging policy issues impacting the tech industry. This year the issue of job automation, and government’s role in regulating automation, was at the forefront of many tech policy conversations. Elected officials here in California even began discussing a tax on automation to replace lost income tax revenue. In response, sf.citi prepared the organization’s first white paper, recapping the debate for our member companies, and recommending areas for collaboration between employers and government. To launch the white paper, we hosted a roundtable of cross-sector representatives to discuss how we can address these issues at the city-level.
ENGAGE

sf.citi creates opportunities for meaningful employee engagement and corporate social responsibility programming for our member companies, primarily focused on STEM education and workforce development. Through our flagship programs, Future Grads and Circle the Schools, as well as San Francisco’s TechSF program, sf.citi members are training the next generation of homegrown tech talent right here in San Francisco.
Future Grads

Hands on experience is critical to training our future workforce. sf.citi and the San Francisco Police Foundation created the Future Grads program to offer San Francisco high school students exposure to careers in tech through paid summer internships at sf.citi member companies. Now in its sixth year, the program prepared 42 students for future careers in coding, marketing, sales, QA, data analysis, and other in-demand careers in the summer of 2017.
Thank you to our members who hosted interns this summer:

AdRoll • Techtonica • Architectural Foundation of San Francisco • Disney Family Museum
Meals on Wheels of San Francisco • LikeMinded • Meadow • NextRequest • Hands on Bay Area • ShopChat
Circle the Schools

Developing the next generation of skilled tech workers starts in the classroom. Circle the Schools, a collaboration between sf.citi, the San Francisco Education Fund, and the San Francisco Unified School District, empowers local tech companies to support K-12 education right in their own backyard. Participating companies adopt a local public school and work with students and teachers throughout the school year, donating resources and employee time. In 2016–2017 school year, Circle the Schools partnered 24 companies with 42 public schools throughout San Francisco, accumulating over 8,000 volunteer hours and more than $210,000 in resources donated. The program strives to ensure that the workforce of the future will have the necessary skills, experience, and resources needed to thrive in San Francisco and beyond.

**TechSF + diversity and inclusion**

Workforce training does not end after high school, or even after college. In our rapidly changing economy, workers must learn new skills or even new careers in order to stay competitive. Workforce development programs are also critical to ensuring our industry becomes more inclusive and diverse as it grows. sf.citi recognizes that employers have a role to play, which is why we encourage our member companies to participate in initiatives like TechSF, a City-run program that places job seekers in apprenticeships with local tech companies. As TechSF grows, it will offer new pathways to successful careers for San Franciscans who have been historically underrepresented.
CONVENE

sf.citi convenes our member companies and their employees to discuss important issues at the intersection of technology and civic affairs. Our One City Forum quarterly event series offers our members and the broader public an opportunity to meet, connect, and learn. We call it “networking with a purpose.” In the past year our events explored timely topics related to immigration policy, proposed federal budget cuts, local elections, and more, and featured speakers from Y Combinator to Planned Parenthood, the ACLU, and FWD.us. These great events are organized through our One City Forum, a group of five local nonprofit leaders and four tech company representatives, who seek to educate and engage San Franciscans around the issues that matter.
March 9th, 2017

**One City Standing Together**

In partnership with the ACLU of Northern California, sf.citi convened a timely discussion about the Trump Administration’s proposed travel ban on citizens of certain Muslim-majority countries and its impact here in the Bay Area. A panel of attorneys from AdRoll, Zendesk, Airbnb, and Erickson Immigration Group, moderated by ACLU of Northern California Executive Director Abdi Soltani, shared how their respective companies responded to the ban and discussed the role of employers in protecting their employees from discrimination. The event, hosted at LinkedIn’s San Francisco offices, also featured an exhibit of photographer Helena Price’s work, *Banned.*

June 21st, 2017

**We Are San Francisco**

As proposed federal budget cuts left municipalities around the country in a state of uncertainty, sf.citi’s One City Forum brought together a panel of civic leaders to talk about how such cuts might impact the Bay Area, hosted by member company AdRoll. We were fortunate to hear from moderator Sam Altman of Y Combinator, and panelists Ashley McCumber of Meals on Wheels of San Francisco, Gilda Gonzales of Planned Parenthood of Northern California, and San Francisco Board of Education President Shamann Walton. Panelists encouraged guests to “think globally, but act locally” by volunteering their time and talents to support the causes they care about most.
In partnership with FWD.us, the ACLU of Northern California, Harvard Alumni for Education, and our host Microsoft, sf.citi organized a lively and timely conversation about the Trump Administration’s plans to end the Deferred Action for Childhood Arrivals (DACA) program, as well as other immigration reform issues. Delivered in front of a packed house, our panel dug deep into DACA’s future and the need for immigrants to keep our economy strong. Former Homeland Security Secretary Janet Napolitano, the creator of DACA, put it best: “do we want to be a talent magnet for the world or do we want to lose them?” We received overwhelmingly positive feedback on the night’s distinguished group of speakers and panelists, including State Senator Scott Wiener, Janet Napolitano, and more.
2017 One City Forum Members

Forum members educate, raise awareness, and focus on building a collaborative approach towards San Francisco’s greatest challenges. The Forum is comprised of nine volunteer members, who each belong to a tech company or nonprofit with a San Francisco presence. They meet regularly to plan Forum events and build partnerships between the tech industry and nonprofits in San Francisco.

Katie Ferrick, Co-Chair
Head of Community Relations, LinkedIn

Eric McDonnell, Co-Chair
COO and Executive Vice President, United Way of the Bay Area

Tiffany Apczynski
VP Public Policy and Social Impact, Zendesk

Sherilyn Adams
Executive Director, Larkin Street Youth Services

Charlie Hale
Head of Global Public Policy and Community Partnerships, Pinterest

Amy LeBold
Head of People, AdRoll Inc.

Ashley McCumber
CEO, Meals on Wheels of San Francisco

Tomiquia Moss
Director and CEO, Hamilton Families

Abby Snay
Executive Director, Jewish Vocational Service (JVS)
THANK YOU
2017 Board of Directors

Ron Conway, Board Chair
SV Angel

Marc Blakeman
AT&T

Regina V. Evans
Comcast

Jared Friedman
Y Combinator

Michael Matthews
Facebook

Burke Norton
Salesforce

Kate O’Sullivan
Microsoft

Steve Sarner
Goodreads (Amazon)

sf.citi Staff

Jennifer Stojkovic
Executive Director

Zach Drucker
Membership Coordinator

Erika Jones-Clary
MsJones Design

Alex Tourk
Ground Floor Public Affairs

& THE GROUND FLOOR PUBLIC AFFAIRS TEAM:
Allison Arnold, Kelly Boylan, Lindsay Calderone, Nancy Howell, Jannely Rodriguez, and Jeremy Wallenberg.
MEMBER BENEFITS

sf.citi is the glue between the tech industry and the City of San Francisco. To better focus our member benefits, our work can be separated into three distinct parts, Represent, Engage, and Convene. We work to represent our diverse range of members in important issues affecting San Francisco and the tech community. Members gain a seat at the table with key local decision makers and access to exclusive networking and relationship building opportunities.

Represent

- Join coalitions and efforts around key policy issues and legislation.
- Become involved in local measures through slate cards, letters of support, or opposition to bills.
- Gain intimate access to state and local elected officials, City departments, and community leaders.

Engage

- Become more involved in the community and expand your Corporate Social Responsibility by partnering with a local public school through our Circle the Schools program.
- Receive sf.citi-paid for high school summer interns by participating in our Future Grads program.
- Market and communicate to sf.citi’s community.
- Develop public-private partnership opportunities through the City of San Francisco.

Convene

- Participate in conversations around emerging issues with industry leaders in nonprofits, city government, and the tech community.
- Gain access to exclusive networking and relationship building opportunities with the wide range of sf.citi partners and member companies.

For more information on how your company can get involved, contact sf.citi Executive Director Jennifer Stojkovic at jennifer@sfciti.org