

# Revenue Up 10% at OC's Top Nonprofits

## New Leadership Programs; Services Expand to Jails

By EMILY SANTIAGO-MOLINA and YUIKA YOSHIDA

ORANGE COUNTY — Witnessing the growing demand of their communities, local nonprofits have expanded programming and increased outreach efforts to try and match these needs.

The 107 organizations headquartered in OC on the Business Journal's list of largest nonprofits, with annual revenue higher than \$3 million, reported their combined revenue rose 10% to \$2.7 billion for the year ended June 30. A year ago, they rose 6%.

However, clients served in OC fell 12% across this year's group of nonprofits.

"One possible reason is there were significant amounts of COVID relief dollars that flowed through to communities," **Randy Barth**, chief executive of **Think Together**, noted.

"As the last of that funding begins to peter out, it is likely that nonprofits are returning to service levels that reflect their pre-pandemic state," CEO **Shelley Hoss** of **Orange County Community Foundation** (OCCF) added.

**Christy Ward**, CEO of **Share Ourselves**, said that with rising demand in the county, a few organizations may have reinstated some pre-COVID restrictions that lowered the utilization of different services.

"What we were able to provide became less," Ward told the Business Journal.

"There's a lot we don't capture too."

The local organizations recorded a total of 108,563 volunteers in OC as of October and saw a 14% jump in paid staff to 16,423.

### Additional Clients and Gifts

Think Together, ranked No. 1 with OC revenue of \$234.9 million for 12 months ended June 30, helps more than 50 school district partners across California using state funding to create universal expanded learning programs.

Showing an increase of 27% in revenue, the Santa Ana-based organization credits its growth in educational programming as well as its own expanded services.

Think Together has served over 24,000 people in OC as of October, an increase of 75%.

CEO **Barth** said several school districts this year have adopted some of Think Together's newer programs.

One currently in the works is an institute for California school superintendents to coach and develop more leaders, called Leadership for Student Success.

Rising to No. 2 this year, OCCF jumped 41% in OC revenue to \$213.4 million as of June 30.

CEO **Hoss** pointed to a few gifts that the nonprofit, which connects local donors with other philanthropic partners, received.

"We received an unexpected estate gift of \$12 million from a donor who entrusted OCCF with the stewardship of his philanthropic legacy," **Hoss** said.

She added that a donor couple, who's contributed to OCCF for five years, decided to

terminate their private foundation and distribute its \$60 million in assets to the nonprofit.

### New Stores, New Wealth, New Leaders

In the past 13 months, **Goodwill of Orange County** opened three new stores, including its first in Fountain Valley.

Although the organization saw only a slight increase in revenue to \$170.7 million, Goodwill's growth was seen in its local impact. The No. 3 ranked Santa Ana-based organization attributed its 17% rise in local clients served to its new Career Pathways program, an expansion of its Good Market food pantry, a broadened re-entry program and additional outreach to veterans.

To double our mission impact, "we have established more doors, more avenues and entry points for people in Orange County to access important career development and support resources," CEO **Nicole Suydam** said.

The nonprofit also saw a drop in local volunteers partly due to less court-appointed volunteers, **Suydam** noted.

The **National Christian Foundation**, capturing 15% revenue growth to \$135.5 million, plans to further explore the giving potential among the transfer of wealth to second and third generations of high-net-worth families.

"We are seeing wealth transferred at an accelerating rate," President **Bryan Feller** said. "And innovative approaches to giving are changing the landscape of generosity."

For **Planned Parenthood of Orange and San Bernardino Counties**, No. 6, last year was about increasing weekend appointment availability which resulted in a notable increase in patient volume.

The Anaheim-based unit reported OC rev-

enue of \$114 million for 12 months ended June 30, up 11%, with clients served growing 12% to 271,415.

"In addition to continuing to offer needed care to patients who travel to our health centers from other states, this year we broadened our community education efforts to include the Orange County Juvenile Hall, probation system and jails," CEO **Jon Dunn** said. "We also added the provision of reproductive health services to the OC jails."

The local Planned Parenthood is expanding its Anaheim health center to offer more appointment availability and to include a new state-of-the-art lab for faster test results.

**Dunn** will retire next June after 31 years with the organization. **Seegerstrom Center for the Arts** added **John Phelan** as its new chairman in July.

### Nonprofit Newcomers

Santa Ana's **Cristo Rey High School**, a newcomer to the list, more than doubled its annual revenue, as well as staff and clients served in OC.

"We have experienced remarkable growth in our second year, expanding from 69 freshmen in our inaugural class to over 140 freshmen and sophomores," President **Stephen "Steve" Holte** said. "Enrollment will nearly double again next year as we welcome a third class of at least 100 students eventually becoming a school of 400 to 450 students."

Other nonprofit organizations that debuted on the list this year with revenue above \$3 million include: **Food Finders** based out of Los Alamitos, Garden Grove's food rescue **Bracken's Kitchen**, **Beyond Blindness** from Santa Ana and **Chrysalis** in Anaheim. ■



Nonprofits  
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## THE LIST NONPROFITS

RANKED BY OC REVENUE

Rank	Nonprofit	OC revenue for 12 months ended June 30, 2024 (millions)	Expenses for 12 months ended June 30, 2024 (millions)	Paid staff in OC	Volunteers in OC	Clients served in OC	Year established	Nonprofit description	Top local official(s)
Prev. Rank	Address	•Ending period if not June 2024	•yearly % change	•yearly % change	•yearly % change	•yearly % change		•Title	•Phone/fax
1	<b>Think Together</b> 2101 E. Fourth St., Ste. 200B Santa Ana 92705-3822 Headquarters: Santa Ana Website: thinktogether.org Email: info@thinktogether.org	\$234.9 27%	\$228.2 24.1%	850 159.1%	1,083 -9.1%	24,065 75.2%	1997	Partners with schools to change the odds for kids with program areas, including early learning, after-school and expanded learning, school improvement and K-12 staffing	<b>Randy Barth</b> founder/CEO (714) 543-3807/(714) 543-3852
2	<b>Orange County Community Foundation</b> 19200 Von Karman Ave., Ste. 700 Irvine 92612-8518 Headquarters: Irvine Website: oc-cf.org Email: info@oc-cf.org	\$213.4 41%	\$94.4 -14.5%	33 10%	125 0%	2,000 0%	1989	Works with local donors and nonprofit partners, connecting people and resources to create sustainable impact	<b>Shelley M. Hoss</b> CEO (949) 553-4202/(949) 553-4211
3	<b>Goodwill of Orange County</b> 410 N. Fairview St. Santa Ana 92703-3412 Headquarters: Santa Ana Website: ocgoodwill.org Email: info@ocgoodwill.org	\$170.7 1%	\$170.7 4.1%	1,742 4.8%	394 -26.9%	27,210 17.7%	1924	Operates programs and services that help people access pathways to sustainable careers	<b>Nicole Suydam</b> CEO/president (714) 547-6308/(714) 541-6531
4	<b>National Christian Foundation</b> 650 Town Center Drive, Ste. 810 Costa Mesa 92626-7123 Headquarters: Costa Mesa Website: ncfcalifornia.com Email: bfeller@ncfgiving.com	\$135.5 15%	\$2 8.4%	12 20%	8 -33.3%	2,125 0%	2003	Helps high-net-worth Christian families improve their charitable giving economics and impact by facilitating non-liquid gifts like stock, real estate and business interests	<b>Bryan Feller</b> president (949) 263-0820/(949) 522-5701
5	<b>Seegerstrom Center for the Arts</b> 600 Town Center Drive Costa Mesa 92626-1916 Headquarters: Costa Mesa Website: scfta.org Email: info@scfta.org	\$114.5 6%	\$88.9 4.5%	119 2.6%	519 12.6%	655,018 -6.2%	1986	Multidisciplinary cultural campus committed to artistic excellence, engaging the community through live performances and art programs	<b>John Phelan/Casey Reitz</b> chairman/CEO, president (714) 556-2121/(714) 716-8307
6	<b>Planned Parenthood of Orange and San Bernardino Counties</b> 801 E. Katella Ave. Anaheim 92805-6614 Headquarters: Anaheim Website: pposbc.org Email: marketing@pposbc.org	\$114 11%	\$106.1 13%	663 26.8%	15 -91.9%	271,415 12.2%	1965	Reproductive/sexual healthcare, primary healthcare and women, infants and children nutrition services, preventive care, education programs	<b>Jon Dunn</b> CEO/president (714) 633-6373/(714) 633-4303

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose  
Note: This list includes organizations that operate on a nonprofit status, excluding hospitals and universities, ranked by 12-month revenue. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the

information on this list was provided by the companies themselves. The list may not be reprinted without permission of the editor. Photos show first top official listed.

Researched by Raymond Dinh

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88	<b>Irvine Barclay Theatre<sup>(1)</sup></b> 4199 Campus Drive, Ste. 275 Irvine 92612-4689 Headquarters: Irvine Website: thebarclay.org Email: info@thebarclay.org	\$6.1 <sup>(2)</sup> NA	\$6.9 <sup>(2)</sup> NA	18 <sup>(2)</sup> NA	28 <sup>(2)</sup> NA	88,400 <sup>(2)</sup> NA	1985	Arts venue for an eclectic mix of music, dance and theater; a showplace for community cultural organizations and university programs	Gary Payne COO/CEO (949) 854-4607/(949) 854-4999
89	<b>Jewish Federation of Orange County</b> 1 Federation Way, Ste. 210 Irvine 92603-0174 Headquarters: Irvine Website: jewishoc.org Email: info@jfedoc.org	\$6 12/23 23%	\$4.3 -1.7%	23 15%	192 6.7%	10,000 0%	1966	Convenes the Jewish OC community and its partners, leverages its resources to enhance and sustain Jewish life, assists people in need, mobilizes on issues of concern to the local Jewish community and strengthens the bond with Israel and Jewish people globally	Erik Ludwig CEO/president (949) 435-3484
90	<b>Laura's House</b> 33 Journey, Ste. 150 Aliso Viejo 92656-5364 Headquarters: Aliso Viejo Website: laurashouse.org Email: info@laurashouse.org	\$6 12/23 0%	\$5.9 6.3%	96 -2%	527 -15.4%	27,471 -4.4%	1994	Offers emergency shelter, transitional housing, legal advocacy, case management and counseling services for domestic violence victims and community education programs to prevent domestic violence	Margaret R. Bayston CEO/executive director (949) 361-3775/(949) 361-3548
91	<b>Court Appointed Special Advocates (CASA) of Orange County</b> 765 The City Drive S., Ste. 300 Orange 92868-6916 Headquarters: Orange Website: casaoc.org Email: info@casaoc.org	\$5.9 9/24 5%	\$5.4 11.4%	43 4.9%	820 4.7%	988 7.2%	1985	Provides a voice and meaningful connections for children who have experienced abuse, neglect and abandonment	Regan D. Phillips CEO (714) 619-5151/(714) 619-5152
92	<b>Cristo Rey Orange County High School</b> 2204 W. McFadden Ave. Santa Ana 92704-2804 Headquarters: Santa Ana Website: cristoreyoc.org Email: info@cristoreyoc.org	\$5.9 107%	\$4.3 201%	42 147.1%	57 78.1%	141 104.3%	2019	Prepares students of limited financial means to succeed through college preparatory academics, corporate work study experience and holistic spiritual formation	Steve Holte president (714) 439-9626
93	<b>Make-A-Wish Orange County and the Inland Empire</b> 3230 El Camino Real, Ste. 100 Irvine 92602-1389 Headquarters: Irvine Website: wish.org/ocie Email: getinvolved@ocie.wish.org	\$5.5 8/24 9%	\$4.8 -15.1%	15 -6.3%	353 -3.8%	271 12.9%	1983	Grants wishes to children with critical illnesses	Anne Grey CEO/president (714) 573-9474/(714) 689-0985
94	<b>South County Outreach</b> 7 Whitney, Ste. B Irvine 92618-2849 Headquarters: Irvine Website: sco-oc.org Email: sco@sco-oc.org	\$5.1 12/23 -3%	\$5.7 3.9%	23 -8%	931 -21.4%	7,816 -1.5%	1989	Serves low-income or otherwise at-risk residents of Orange County with food, rental and utility payment assistance, housing, case management and education programs	LaVal Brewer CEO/president (949) 380-8144

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Photos show first top official listed.  
 (1) Current data was not provided via survey prior to Business Journal publication  
 (2) Business Journal estimate

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At Seneca Family of Agencies, every day is dedicated to creating safe, supportive environments for children and young people at home, at school, and in the community. Through a comprehensive network of mental health services, we provide support, guidance, and care for 25,000 children and youth every year across California, Washington, and nationwide through our Todo Por Mi Familia program.

By supporting Seneca Family of Agencies, you are joining our mission of Unconditional Care - doing whatever it takes to help children and families thrive, even when faced with tremendous challenges.

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 Join our mission by donating at <https://bit.ly/SupportSeneca>

