

# ENRICHING YOUNG LIVES SINCE 1947

2018 - 2019 ANNUAL REPORT OCTOBER - SEPTEMBER

# A MESSAGE FROM THE 74TH PRESIDENT

Since 1947, The Guardsmen has been working to make a material impact on the lives of Bay Area youth. What started out as an effort to send a few young women to a regional swim meet has evolved into an organization that last year sent 1,974 kids to camp and 281 kids to school. What began with a single raffle has now evolved into a 73-year fundraising effort that last year culminated in over \$2 million dollars being raised for youth in need.



On behalf of The Guardsmen, as we present our 2018-2019 Annual Report, I'd like to thank our donors for believing in our mission. Your generous contributions amplify our members' volunteer efforts, and together we've been able to create a compounding effect that improves young lives and impacts our Bay Area communities.

Through the years, The Guardsmen has continued to evolve and

adapt to the challenges of the day. Through wars, recessions, and hard times, The Guardsmen has always found a way to fulfill our commitment to the communities we serve. This year will be no exception.

I write to you today in the middle of a global pandemic. Despite the uncertainty, we remain focused on our mission. Our event committees continue to plan and re-plan our fundraising events, and our Campership & Scholarship committees continue to work with our partners to identify and secure new sources of funding. Our staff has also managed to find a way to keep us all organized from their makeshift home-offices.

As a member, I've been amazed at the resilience of this organization through this very difficult time. With our event-based fundraising on hold for the foreseeable future, we've turned to creative and new ways to reach our fundraising objectives through virtual webinars and campaigns and feel honored to see so many of our donors stepping up to help fill the gap.

On behalf of our members, staff, and program partners, thank you! Thank you for your generous contributions



and your commitment to the children we serve. Together we will weather this storm. Together we will continue to make an impact at a time when it is most needed.

Keep the faith,

Sos. R. Elfanti

Joseph R. Elefante 74th President of The Guardsmen

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#### PRODUCTION:

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Frank Edwards

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Gustavo Fernandez

#### WRITING/EDITING:

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# ABOUT THE GUARDSMEN

### **MISSION**

The Guardsmen makes a life-changing difference in the lives of at-risk youth by raising funds for scholarship, campership and other youth programs. We mobilize the talents, energy and resources of our members, friends, families, and professional colleagues, and in doing so, strengthen our entire community.

### **OUR BEGINNING**

In 1947 a group of young San Francisco professionals, who were to become known as The Guardsmen, joined together to help disadvantaged children in the Bay Area. These young men recognized that they were among the most fortunate members of society, who had good careers, loving families, and many opportunities - past, present, and future. They decided they had a responsibility to "give back" in the interest of individual children, and society at large. They were concerned that although at-risk youth were provided basic necessities and help by existing civic and community agencies, many children had no opportunity to experience life outside the confines of an often harsh inner-city environment.

Beyond this desire to give back, these founding members of The Guardsmen also enjoyed the camaraderie that came from working together. The Guardsmen recognized that they could combine fun, fellowship

and fundraising. To this end, The Guardsmen began hosting fundraising events - dinners, raffles, a Christmas Tree Lot - in order to raise money for local children's charities and programs. Membership of The Guardsmen was established entirely through word-of-mouth, and the organization quickly became a network of talented young individuals committed to building stronger communities. Over time, national, state, and civic leaders began to formally recognize The Guardsmen's efforts and its vision for impacting youth through enhanced opportunities.

The Guardsmen's first efforts revolved around the importance of athletics and outdoor activities. The Crystal Plunge Swimming Team was one of the first recipients of support when The Guardsmen helped them travel to Chicago to compete in the AAU championships. Several of the team's members went on to win gold medals at the 1948 Olympics.

Early Guardsmen members recognized that children atrisk benefited from a mentor relationship, particularly if it was cultivated in a setting conducive to developing friendships (ex: "the great outdoors"). Thus, The Guardsmen began a program that thrives today in order to send atrisk children and youth to summer camp: The Guardsmen Campership Program.

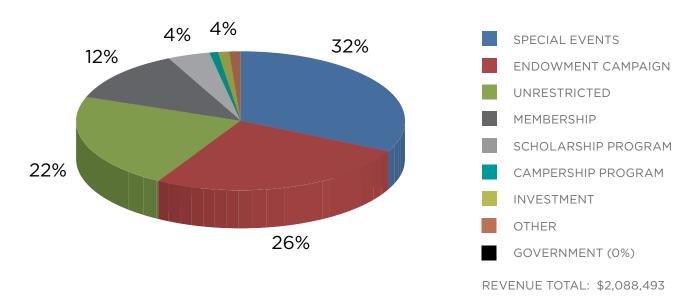
During a strategic review on the 50th anniversary of the organization in 1998, The Guardsmen identified a need for improved educational choices for at-risk youth, many of whom were lost in an unresponsive and dysfunctional education system that only reinforced cycles of poverty and violence. To address this need, The Guardsmen Scholarship Program was created in order to provide partial private school scholarships for at-risk children and youth.



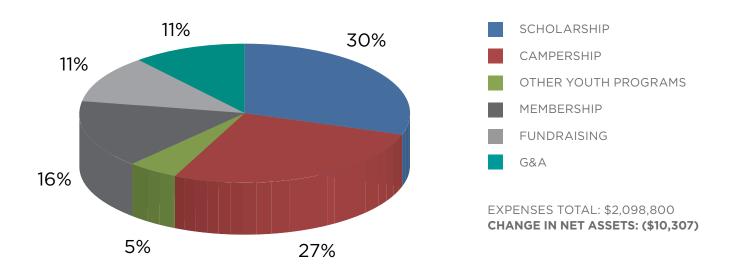
# THE GUARDSMEN 2018-2019 FINANCIAL HIGHLIGHTS

FY ENDING 9/30/19

### 2018-2019 REVENUE



### 2018-2019 EXPENSES



The financial information as of and for the year ended September 30, 2019, has been derived from The Guardsmen's 2019 financial statements audited by Robert Lee & Associates LLP, independent auditors. Contact the Guardsmen's office for copies of the complete audited financial statements.

# 2018-2019 DONORS

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Cash donor totals include donations, sponsorships, and auction participation

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Passed away on
1/14/2007



Robert J. Szarnicki Passed away on 8/20/2019



Robert S. Verhey Passed away on 9/8/2018

### DONATIONS IN MEMORY/HONOR OF:

#### IN HONOR OF

**Kevin Murray** 

Anonymous Donor

**Keith Pettus** 

Colby McWilliams Janet Pettus

Eli Zoback

Mary Lou Zoback

#### **IN MEMORY OF**

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George and Joan Beitzel Annie West

**Donald Bull** 

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Michael M. Janson
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Bruce L. Scollin
The Sorhondo Family
Tina Tognoli

Frank M. Woods

James Krueger

Tribute gifts may be made in memory or in honor of friends, colleagues, and loved ones. Treasured gifts such as these are directed to The Guardsmen Endowment Fund, unless otherwise specified by the donor, so that the names of those we love and respect might live on in perpetuity. Endowment gifts establish a solid foundation and ensure funding for future generations. Remembered/Honored individuals are listed in green, followed by the names of donors.

### CAPITAL CAMPAIGN: OVER \$3.1 MILLION RAISED SO FAR

In celebration of The Guardsmen's 70th Anniversary, The Guardsmen's Seniors Committee started a capital campaign to grow the Endowment Fund. The Guardsmen recognizes donors who have given or intend to give \$1,000 or more between the years of 2017 and 2021 to the Scholarship Endowment Fund, the Campership Endowment Fund, or the General Endowment Fund. Over \$548,000 was contributed during the 2018-2019 fiscal year.

#### Diamond \$1,000,000 and above

\*Bill Poland

Platinum \$500,000-\$999,999

#### Gold \$100,000-\$499,999

Will Bartlett Richard & Beth DeAtley \*Stuart Gordon

John C. Allen, Jr. Norman Spencer

\*Richard Guggenhime

The Stanley S. Langendorf

Foundation \*Bradford Jeffries

\*Mark Perrv

\*David Rawson

Silver \$50,000-\$99,999

#### Bronze \$10,000-\$49,999

Philippe Barret, Jr. **Edward Bartlett** 

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\*Jay Holan

\*Kurt Houtkooper

\*Thomas McKinley

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Campaign Frederic Nelson

\*Matthew Niehaus

\*Barton O'Brien

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\*Rotem Perelmuter

\*Richard Peterson

Stephen Revetria

Giants Enterprises LLC

\*Christopher Roeder

\*A. Horton Shapiro

\*Matthew Smith

Joshua Stumpf

\*Craig Straub

Calvin Tilden \*David Walsh

#### Copper \$1,000-\$9,999

Cameron Baker

Charles Bates

Thomas Belshe

Kenneth Berry

\*Jack Bickel

\*Nicholas Bijur

Richard Blackman

Norman Bouton

Jerry Brooner

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Spencer Brush

Edward Bulklev

Brett Bush

Denali Summit Crowdfunding

Campaign

Bruce Callander

Matthew Carbone

\*Thomas P. Cleary

\*Grant Cleghorn

\*Christopher Codik

William R. Cohen

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Robert Coneybeer

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\*Brad DeJean

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Aaron Giovara

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Peter Grassi

Ellison Grayson

Mark Hagopian

Lloyd Hanford, Jr.

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Robert Harris

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Victor Hebert

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Michael Johnson

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\*James Kelly

James Krueger

\*William Koefoed

Nicholas Koukopoulos

\*Kenneth Laversin

Kenneth Lee

Stephen Leveroni

Robert Maier

Peter McKennev

Tad Moore

\*James Monfredini

\*Martin Monfredini

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Richard Osgood

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\*Matthew Partain

\*Christopher Peacock

Laurence Pelosi

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Campaign

Steven Rocha

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\*James Saunders

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John Sears

\*Benjamin Shih

Rodman Starke

Charles Stuckey

John Sullivan

Tyler Ticen

Lawrence Townsend

Alfred Vincelette

Paul Walker

James T. Wheary

Gregg Wurster

Charles Zakskorn

Italicized donors include solicited donations

<sup>\*</sup>Multi-year donation

### **FUNDRAISING HIGHLIGHTS**

#### DUFF & PHFLPS CHARITABLE FOUNDATION

Launched in 2018, the Duff & Phelps Charitable Foundation is committed to nurturing innovative ideas. DUFF & PHELPSimpacting economic and social issues, and enabling progress in underserved communities around the



globe. With its employee-directed fund, Duff & Phelps colleagues work together, and in close alignment with their clients, by recommending grants and volunteerism to qualifying charitable organizations, in order to assist them in achieving their goals. Thanks to one their employees, TJ Michaelson, who is also an active member of The Guardsmen, The Duff & Phelps Charitable Foundation became a new supporter this year by donating \$3,000 - enough to send roughly 11 kids to camp.

#### HILLSBOROUGH CONCOURS D'ELEGANCE FOUNDATION

For 65 consecutive years, The Hillsborough Concours d'Elegance has built and maintained a proud tradition of honoring and celebrating excellence in automotive design and engineering. The dedication of the Concours leadership and volunteers, pride of its entrants, and devotion of its



attendees has earned Hillsborough the proud record as the longest continually running Concours in the world. The Hillsborough Concours Foundation was established in 2010 to significantly extend the philanthropic reach and impact of the Concours organization. Currently, all net proceeds from the Concours and its associated activities support The Hillsborough School Foundation, Gatepath, and The Guardsmen. The Guardsmen has been proud to partner with Concours over the last six years by providing volunteers at their annual event and helping to raise a cumulative total of \$95,000 for The Guardsmen's programs.

#### MATTHEW SMITH & MATCHING GIFTS

Matthew Smith has volunteered and fundraised as a member of The Guardsmen for 14 years. Like many other large companies, Matt's employers over the years have had excellent matching gift programs, promoting generosity and community engagement through charitable gifts and volunteering. Matt's current employer, Voya Financial, even provides him with 40 hours of paid time off to volunteer for his favorite non-profit. For the last six years, Matt has continued to double the impact of his generosity and time by bringing The Guardsmen \$16,250 in matching gifts!

#### LEVI STRAUSS & CO. & THE LEVI'S PRESIDIO 10

Giving back has been an integral part of Levi Strauss & Co. since it was founded in 1853 and investing in the community remains a key tenant of its "profits through principles" approach to doing business. Since 2014, Levi Strauss & Co. has generously remained the title sponsor of our Levi's Presidio 10 race. Every year, Levi's brings about 200 of its employees, friends, and family members to participate in the 10k race across the Golden Gate Bridge, alongside roughly 3,000 runners. The Guardsmen is proud to continue to partner with Levi's and is grateful for its cumulative support of over \$210k over the last 5 years.



### **TOP 25 FUNDRAISERS**

Every year The Guardsmen's 150 active members are expected to raise \$3,000 each for our programs. Members are divided into 40 committees and are encouraged to work together in order to creatively involve local vendors, artists, and the community at large in the fundraising process.

Trent Calabretta	\$62,383
Wick De Young	\$53,250
Joseph Moore	\$31,500
Robert Testa	\$28,675
John Townsend	\$25,560
Alan Torres	\$20,906
Graham Coover	\$25,500
Daniel Cassell	\$18,500
Daniel Figueredo	\$18,084
Charles Thor	\$17,850
Dustin Calkins	\$17,583
John Bradley	\$15,000
Frank Edwards	\$15,000
Frederick Bayles	\$14,900
Neko Vela	\$14,525
Kyle Carson	\$14,100
Robert Hogan	\$13,450
Carey Nassano	\$13,250
Joseph Elefante	\$12,250
Aaron Weisinger	\$11,540
Brian Prager	\$11,425
Matthew Keipper	\$11,106
Cody Smith	\$10,870
Walter Medling	\$10,550
TJ Michaelson	\$10,531

### THE EVERGREEN SOCIETY

The Evergreen Society recognizes The Guardsmen's members/donors who give and/or intend to give a cumulative total of \$25,000 to any of The Guardsmen's Endowment Funds. As a complement to the Senior Scholarship Endowment Campaign (2017-2021), we are providing the opportunity for donors to show their support not only through lifetime donations, but also through bequests. We hope the creation of this society will honor those who have chosen to leave a major gift that supports The Guardsmen in perpetuity, while also inspiring others to do the same.



William Bartlett
Charles Bates
Scot Briggs
Jerry Brooner
Thomas Cleary
Grant Cleghorn
Richard & Beth DeAtley
Andrew Gall
Stuart Gordon
Richard Guggenhime
Mark Harris

Kurt Houtkooper Bradford Jeffries Michael Johnson Noel Knight William Koefoed Alden Mills David Murray Kevin Murray Tom Pattinson Michael Pola Bill Poland David Rawson Stephen Revetria Christopher Roeder Matthew Smith A. Horton Shapiro Craig Straub Joshua Stumpf Scott Thompson Tyler Ticen Calvin Tilden

### SPECIAL EVENTS HIGHLIGHTS

- The Guardsmen members volunteered over 6,000 hours at the Christmas Tree Lot
- The Guardsmen's events are made possible by 80+ local sponsors
- During the 2018-2019 fiscal year \$384,000 worth of goods and services were donated to The Guardsmen's special events by 366 donors
- The Guardsmen partnered with the San Francisco Housing Authority, Mayor London Breed, and the San Francisco Police Department to giveaway more than 400 Christmas trees to low-income families in Bayview Hunters Point and the Western Addition























# CAMPERSHIP PROGRAM

The Guardsmen Campership Program sends at-risk children and youth to summer camp in order to close the opportunity gap through environmental education and stewardship, leadership training, and influential mentors. Campers must be ages 6-17, reside in the Bay Area, and meet the \*Alaska Reduced School Lunch Program financial guidelines in order to be eligible for a Guardsmen Campership.

#### INTRODUCING BIG CITY MOUNTAINEERS



Big City Mountaineers instills critical life-skills in under-resourced youth through transformative wilderness mentoring experiences. Since 1989 their wilderness expeditions have been bringing kids out of their comfort zones and into the wild, where they develop the confidence needed for more promising futures.

BCM's programs focus on improving the self-esteem, sense of responsibility, group communication and decisionmaking skills of nearly 1,000 youth annually, while maintaining a 1:1 youth to adult ratio. They engage youth in 7 cities across the country including Boston, Denver, Miami, Minneapolis, Portland, San Francisco, and Seattle.

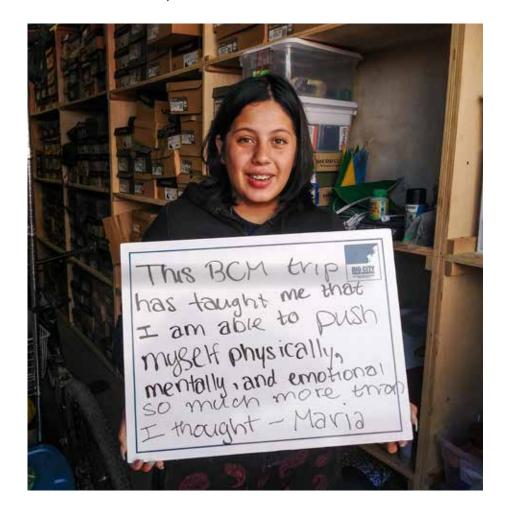
Rather than use an open registration model, BCM chooses to recruit its campers by collaborating with local youth agencies in order to target the youth with the greatest need, and to work with agency

staff towards common goals. Youth agency staff go on the expedition with their students, ensuring that the lessons learned on the water or trail are taken back to the students' homes. schools, and communities. Agency partners are selected based on the communities they serve, alignment of specific youth development objectives and interest in participating in outdoor experiences. In California, BCM currently partners with East Oakland Boxing Association, Multicultural Center of Marin, and Berkeley Youth Alternatives. Executive Director Bryan Martin explains that the BCM model, "removes material and social barriers to participation in outdoor activities. We outfit our students from head to toe to ensure they're warm, dry, and safe. In addition, we provide a community of peers to have these experiences with and we surround them with caring adult mentors to provide support and encouragement."

The Guardsmen is proud to have supported 105 days of camp and 11 campers during the summer of 2019 through Big City Mountaineers.

\*The Guardsmen uses Alaska's Reduced School Lunch Program Financial Guidelines, as opposed to Hawaii's or the 48 Contingent States', so that more children will be qualified for funding. The poverty line for the 48 Contingent States (\$24,600 for family of 4) is not a fair reflection of San Francisco's poverty line.

### MEET MARIA. BIG CITY MOUNTAINEERS



Maria Samartin joined BCM from the Multicultural Center of Marin on a summer, week-long backpacking trip to the Sierras. Maria says, "One of the best things about this program is that it allows me to be in a unique environment filled with kind people. One thing that I learned about myself is that I can achieve incredibly great lengths when it comes to physical activities. I will apply this to life back home by using it to better encourage me to stay outside in nature and be active. I also learned that adults miss being kids and have a lot going on! One new goal that I have for myself is to stay going on hikes and pushing myself out of my comfort zone a bit."

# CAMPERSHIP PROGRAM IMPACT & DEMOGRAPHICS

1,894 campers

13,750 days of camp

\$550,000 allocated to 23 partner agencies

140 foster children

Average age 12 years

44% were first time campers

# PARTNER AGENCIES

Through our mission-aligned partner agencies, we know the children for whom we provide financial assistance are given the best environment possible to learn, play, and thrive.

Aim High

Big City Mountaineers

The Bishop's Ranch

Boys & Girls Clubs of San Francisco Camp Mendocino

Camp Phoenix

Catholic Charities CYO Camp

Golden Gate Boys Choir and Bellringers

Girl Scouts of Northern California

Girls Leading Girls

GirlVentures

LightHouse for the Blind and Visually Impaired

Okizu

**Outward Bound** 

Presidio and Point Bonita YMCA

The Salvation Army Camp Redwood Glen

Seeds of Awareness

Seven Tepees Youth Program

San Francisco Bay Area Council, Boy Scouts of America

SOAR for Youth

St. Dorothy's Rest

Today's Youth Matter

YMCA of the East Bay Camp Loma Mar

YMCA of San Francisco Camp Jones Gulch

# SCHOLARSHIP PROGRAM

In commemoration of The Guardsmen's 50th Anniversary, The Scholarship Program was created in order to address the child education achievement gap in the Bay Area. Eligible students must reside in the Bay Area, enter one of grades K-9, maintain a minimum GPA of 2.7 and meet the \*Alaska Reduced School Lunch Program financial guidelines in order to be enrolled in the Scholarship Program. The Guardsmen commits to each recipient throughout high school as long as the student remains eligible and re-applies each year. Siblings are also given priority in order to ensure the deepest impact possible within a family.

### INTRODUCING ICA CRISTO REY



ICA Cristo Rey is a diverse, all-girls college preparatory high school located in San Francisco's Mission District that exclusively serves students from low-income families. During their four years at the school, students work five days per month at an entry-level job at over 130 Bay Area employers. Through this innovative work-study model that helps offset their tuition costs, students learn professional skills

that will serve them in college and in the workplace. 100% of the class of 2019 was accepted to college, 82% were first in their family to go to college.

The Guardsmen is proud to currently provide scholarships for 22 students at ICA Cristo Rey for the 2019-2020 school year.

## SCHOLARHSHIP PROGRAM IMPACT & DEMOGRAPHICS

281 students

\$1,975: average scholarship award

2 foster children

100% of graduating seniors plan to attend college

K-5 grades: 21%, 6-8 grades: 29%, 9-12 grades: 50%



\*The Guardsmen uses Alaska's Reduced School Lunch Program Financial Guidelines, as opposed to Hawaii's or the 48 Contingent States', so that more children will be qualified for funding. The poverty line for the 48 Contingent States (\$24,600 for family of 4) is not a fair reflection of San Francisco's poverty line.

### MEET DRE'ZHANE, ICA CRISTO REY



Dre'zhane Arceneaux is a senior at ICA Cristo Rey and has been a Guardsmen Scholar for all four years. Before ICA, Dre'zhane attended KIPP Bayview Academy, and currently lives in the Bayview District with her mother and two younger siblings, whom she hopes to inspire by graduating high school with honors and eventually graduating from college with a Criminology degree. Dre'zhane dreams of one day working as an FBI agent.

During her time at ICA Cristo Rey, Dre'zhane has had the fortune of working at Avinger, Hanna Brophy, and Bank of the West, and she is currently working at the Fenwick and West law firm. Thanks to the work-study program, Dre'zhane has built a four-year work resumé where she can highlight the skills she has developed from her work experience. Her favorite job has been Fenwick and West, because she is given a lot of responsibility, they allow her work at her own pace, and it keeps her moving and learning on her work-days.

One of the things she most proud of during her time at ICA Cristo Rey is participating in Flag Football. The team went from winning only

two games in her first season to being two wins away from the championship game in her junior year. She is also very proud of having a 4.0 GPA this year; an accomplishment she had always dreamed of and through hard work has become a reality. Dre'zhane says, "ICA has prepared me for the real world. Because of the workstudy program, I have learned some important time-management skills and grit. I know the meaning of 'hard-work' and know I can do almost anything if I set my mind to it."

Dre'zhane has applied to multiple colleges including CSU East Bay, Fresno State, Sacramento State, San Diego State, Notre Dame DeNamur, and Dominican University. She has been accepted to CSU East Bay and hopes to attend in the fall.

Dre'zhane's biggest inspiration is her sister Shamonie (who also attended ICA Cristo Rey), who will be graduating from college in two years while balancing her professional and personal life. Dre'zhane and her sister Shamonie are the first in their family to attend college and, in the near future, be college graduates.

# PARTNER SCHOOLS

In recent evaluations of our Scholarship Program, committee members came to realize that while many schools were being served, the quality of their education to our recipients was not being monitored or measured through the application process. In order to maximize The Guardsmen Scholarship, committee members decided, and the Board of Directors agreed, that setting greater expectations for our partner schools would give our Scholarship recipients a far better chance at breaking the cycles of poverty, furthering their education, and setting themselves up for success. During the 2019-2020 school year, The Guardsmen partnered with 23 schools and will continue to annually choose to partner with schools that are in line with our mission, produce high performance and graduation rates, and provide positive environments for their students to learn and thrive.

Archbishop Riordan High School

Bay Scholars

Bishop O'Dowd High School

De Marillac Academy

East Bay School For Boys

Fr. Sauer Academy

Immaculate Conception Academy

Mercy High School

Mission Dolores Academy

Northern Light School

Presidio Hill School

Sacred Heart Cathedral Preparatory

San Francisco City Academy

St. Brigid School

St. Eugene's Cathedral School

St. Finn Barr School

St. Ignatius College Preparatory

St. James School

St. John Elementary School

St. Joseph Notre Dame High School

St. Peter's School

St. Raphael School

The SMART Program

# **ACKNOWLEDGEMENTS**

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TREE LOT COMBINE THOMAS MCKINLEY PHILLIP MARSHALL

TREE LOT CRAFT BEER NIGHT ADAM VALAINIS ALEX HOLDEN CASEY SCOLLIN TREE LOT GIVE AWAY
DERICK BROWN
JOEY NEVIN
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TREE LOT PARTY
CASEY SCOLLIN (E)
ED MEIER
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ROB TESTA
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### A SPECIAL THANK YOU TO OUR VOLUNTEERS

The Guardsmen would like to especially thank the hundreds of volunteers who make our events possible. You support our members' efforts and consequently are responsible for the success and longevity of The Guardsmen's Campership and Scholarship programs. We would not be where we are today without your skills, time, and generosity!







