

ENRICHING YOUNG LIVES SINCE 1947

2017 - 2018 ANNUAL REPORT OCTOBER - SEPTEMBER

A MESSAGE FROM THE 73RD PRESIDENT





Since 1947, The Guardsmen has been working tirelessly to help Bay Area at-risk youth. These children from

low-income households, including foster children, are less likely to develop the core skills necessary to develop into successful adults. Thankfully, with your support, The Guardsmen provides these at-risk youth, with greater opportunities for a brighter, enriching, and successful future, which they otherwise would not be afforded.

As you will see in the pages below. The Guardsmen's Scholarship and Campership programs continue to change the course of thousands of Bay Area youth's lives. We awarded 284 scholarships and supported 13,750 days of camp last year for these children. Our ability to fund these programs is dependent on

the generosity of our donors and sponsors, as well as the efforts of our members who spend roughly 12,000 volunteer hours a year planning and carrying out our philanthropic events.

Generations of The Guardsmen's members and supporters like you have enabled us to improve these kids' lives through our unique approach of Fun, Fellowship and Fundraising. However, there is still much work to do. This year the need for assistance outweighed our ability to support all qualified applicants, so unfortunately, we had to turn away deserving kids from our Scholarship and Campership programs. We hope you will continue to support The Guardsmen going forward, so together we can make a positive, lasting impact on the lives of more kids every year.

Two years ago, our Senior Members

launched a Capital Campaign to grow our Endowment Funds in perpetuity, with a specific focus on the Senior Scholarship Endowment Fund; they have already raised over 3 million dollars to help support at-risk youth in the years to come. If you are interested in contributing to this campaign, or making any other type of contribution, please contact our Director of Development. Heather Brewer, in The Guardsmen office.

On behalf of The Guardsmen members, Board of Directors and staff, I want to thank everyone who contributed their time, skills and financial resources to help the at-risk youth of our community.

Greg Varni, 73rd President

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PRODUCTION:

Heather Brewer

GRAPHIC DESIGN/LAYOUT:

Frank Edwards

PHOTOGRAPHY:

Gustavo Fernandez

WRITING/EDITING:

Heather Brewer, Hilary Lapping, Greg Varni, Taina Steinberg

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.

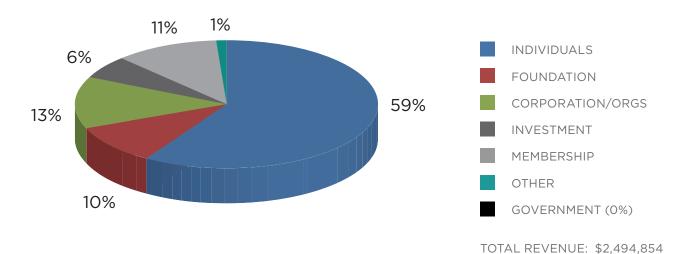
During a strategic review on the 50th anniversary of the organization in 1998, The Guardsmen identified a need for improved educational choices for at-risk youth, many of whom were lost in an unresponsive and dysfunctional education system that only reinforced cycles of poverty and violence. To address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



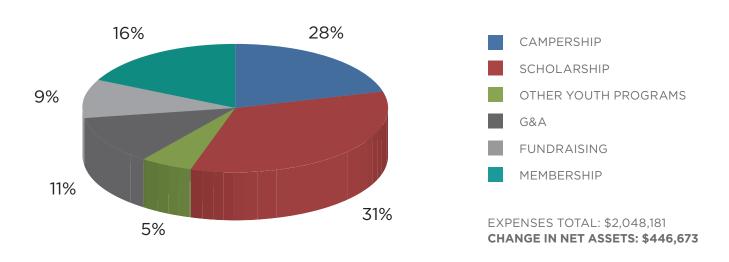
THE GUARDSMEN 2017-2018 FINANCIAL HIGHLIGHTS

FY ENDING 9/30/18

2017-2018 REVENUE



2017-2018 EXPENSES



The financial information as of and for the year ended September 30, 2018, has been derived from The Guardsmen's 2018 financial statements audited by Robert Lett & Associates LLP, independent auditors. Contact the Guardsmen's office for copies of the complete audited financial statements.

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Cash donor totals include donations, sponsorships, and auction participation

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John M. Gray, M.D. Passed away on 1/17/2018



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Harold C. Hohbach Passed away on 12/28/2017



Dexter C. "Ted" Tight Passed away on 4/19/2018

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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 are permanently restricted in order to ensure funding for future generations. Remembered/Honored individuals are listed in green, followed by the names of donors.

CAPITAL CAMPAIGN: OVER \$3 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 \$940,000 was contributed during the 2017-2018 fiscal year.

Diamond \$1,000,000 and above

*Bill Poland

Platinum \$500.000-\$999.999

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

Will Bartlett
Richard DeAtley
*Stuart Gordon
John C. Callen, Jr.
Norman Spencer
*Richard Guggenhime

The Stanley S. Langendorf

Foundation
*Bradford Jeffries

*Mark Perry

David Rawson

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

Bronze \$10.000-\$49.999

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*Matthew Smith

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Cameron Baker Kenneth Berry Jack Bickel *Nicholas Bijur Richard Blackman

Norman Bouton

Jerry Brooner

Spencer Brush

Henry Bunsow

Brett Bush

Denali Summit Crowdfunding

Campaign

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*Christopher Codik

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*Harold Davis

*Brad DeJean

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Thomas Gram

Peter Grassi

Ellison Grayson

Mark Hagopian

Lloyd Hanford, Jr.

*Mark Harris

Robert Harris

Duncan Hav

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Victor Hebert

*Robert Henry

Robert Irvin

Michael Johnson

*Andrew Kelly

*James Kelly

James Krueger

*William Koefoed

Nicholas Koukopoulos

*Kenneth Laversin

Kenneth Lee

Stephen Leveroni

Robert Maier

Peter McKenney

Alen Mills

Denali Summit Crowdfunding

Campaign

Tad Moore

*James Monfredini

*Martin Monfredini

Jeffrey Morris

Richard Osgood

Richard Otter

*Matthew Partain

*Christopher Peacock

Laurence Pelosi

Stephen Peterson

Tom Power

Charles Pyfer

Denali Summit Crowdfunding

Campaign

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*Benjamin Shih

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Gregg Wurster

Charles Zakskorn

Italicized donors include at least one solicited donation

^{*}Multi-year donation

FUNDRAISING HIGHLIGHTS:

THE EACH FOUNDATION



Founded by Lionel Shaw in 2009, The EACH Foundation's mission is to leverage the skills of a volunteer, diverse auxiliary group of 30 social entrepreneurs who grant roughly \$1 million per year to public charities in the unique verticals of Education, Environment, Arts, Animals, Children, Community, Health, and Homelessness. The EACH Foundation hosts their annual Four Charities Fundraiser, highlighting four unique Bay Area charities, and in December of 2017 The Guardsmen was proud to be one of them. Thanks to their fundraising efforts and the event's success, The Guardsmen received \$42,500!

PARTNER ORGANIZATIONS AND PRESIDIO 10

During 2018, our annual Levi's Presidio 10 race added an element of fundraising that helped us to not only raise more money, but also directly provided more funding to our Scholarship and Campership Partners. The Guardsmen's Partner Schools and Agencies were invited to use our Presidio 10 event as a platform for personal fundraising to raise more money directly for their own camp or school. The Guardsmen is proud to report that 16 of our Partner Organizations participated and helped us bring in an extra ~\$50,000 for the kids!



SVB FOUNDATION

The Silicon Valley Bank ("SVB") Foundation's mission is to create the conditions for innovation to thrive by lowering



barriers so that current and future entrepreneurs can overcome obstacles, pursue big ideas, and make a powerful impact on people's lives. SVB focuses on improving lives in communities in which we work and live, and helps expand access to opportunity for tomorrow's innovators. One of the many ways that the SVB Foundation supports their employees' passion for community giving is by providing grants on behalf of nonprofit organizations for which they actively volunteer. Thanks to one of The Guardsmen's most active members/volunteers, Charles Thor, the SVB Foundation has generously awarded The Guardsmen with an annual grant for the last five years, bringing their total contribution up to \$34,000!

THE CHRISTENSEN FAMILY FOUNDATION

When Drew Curby joined The Guardsmen as a member in 2004, not only did he make a commitment to volunteer his time, he and his wife, Amy, also generously began supporting the early years of The Guardsmen Scholarship Program. Now, many years later, they remain our Scholarship Program's longest and most consistent supporter. Thanks to the Amy Christensen & Andrew Curby Fund, of the Christensen Family Foundation, The Guardsmen has received a total of \$103,000 since the year 2006, which is enough to provide nearly 52 scholarships to kids from low-income households!

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.

Wick De Young	\$73,000
Robert Testa	\$25,706
Joseph Moore	\$25,250
Gideon Lett	\$25,000
Graham Coover	\$20,000
Brennan Angel	\$17,750
Carey Nassano-Miller	\$16,941
Frank Edwards	\$16,456
Elliot Tight	\$15,250
Peter Nicholson	\$14,381
Walter Medling	\$14,250
John Townsend	\$14,150
Robert Hogan	\$13,250
Neko Vela	\$13,025
JP Harlow	\$12,632
Casey Scollin	\$12,600
Adam Valainis	\$12,500
Frederick Bayles	\$12,400
Riley Fitzgerald	\$12,250
Brendan Rhoan	\$11,000
Joseph Elefante	\$10,705
John Bradley	\$10,500
Charles Thor	\$10,493
Greg Varni	\$10,145
Kyle McKenzie	\$10,100

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 2017-2018 fiscal year \$291,797 worth of goods and services were donated to The Guardsmen's special events by 292 donors
- The Guardsmen partnered with the San Francisco Housing Authority to give away more than 300 Christmas trees to low-income families.
- The Guardsmen donated over 400 trees to other local nonprofits





























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 CAMP PHOFNIX



Camp Phoenix is summer school; reimagined. What if summer school looked like reading in the redwoods, measuring banana slugs, and calculating your rate for berry picking? Camp Phoenix makes all of this happen for the Bay Area's most under-resourced middle-schoolers. Its mission is to close the opportunity gap for low-income youth through outdoor learning experiences in the summer, and all year long. Camp Phoenix provides a 3-week, overnight academic summer program to 100% lowincome youth, as well as 50 additional hours of weekend nature excursions all year long. The program empowers youth

to make 2 months of growth in math and reading each summer, instead of falling victim to "summer learning loss" that research shows plays a significant role in the achievement gap between middle and low-income students.

At Camp Phoenix, it's a tradition for everyone to choose a camp name, like "Sunshine" or "Thunder Cat", for their three weeks together. This silly tradition is a fun way for kids to express themselves at camp, while symbolizing a greater theme of identity exploration in the middle-school years.

Alumni camper Daniel "Zeus" says, "Over the 3 years I was a camper, instead of laying around the house playing video games and wasting my time, I was learning and more importantly, not losing anything I had learned over the previous year. Transformation is growing as an individual. Because of Camp Phoenix, I was able to do just that. If it weren't for the group readings, science experiments, and countless night swims, I wouldn't be the very person you see here today." Zeus is one of the first members of the recently launched High School Counselor-in-Training (CIT) program, where alumni campers return to develop their workplace and leadership skills.

The Guardsmen has been a critical partner in propelling Camp Phoenix's work forward since 2015, helping to grow the camp from 40 youth to over 120 kids yearly. With over 70% of youth returning each summer, we are confident that Camp Phoenix has a long-lasting impact on camper's lives, and we are proud to have supported 14 campers and 265 days of camp during the summer of 2018 at Camp Phoenix.

*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 MELANIE "ROSE", CAMP PHOENIX



Coming back from camp, I do not feel like a different person. My personality hasn't changed, and I have not changed who I am. I instead just feel like an improved, enhanced, happier, and more enthusiastic version of myself. In camp I've made so many friends to last me a lifetime and gone through so many experiences I can't even try to describe how amazing my experience at camp was, as words in themselves can't do justice to it. Although I'm physically leaving this camp after 3 weeks of it, I will keep living some of it mentally, and will keep all of it emotionally, somewhere in my heart. There was one moment. I remember, when we were throwing hatchets. I remember this very vividly, a hatchet in my hand, getting ready to throw it into a block of wood. I swung my arm back, getting ready for the throw, and watched in excitement and awe, as it hooked onto the wood and, this time, stayed there. That was my 5th try. I felt so powerful, so capable. That feeling of success, of accomplishment, is the best way I can describe my overall experience at camp. I think all kids should be

able to go through this, as not only does camp involve everything I just mentioned, but it also teaches you a lot academically. You can have a lot of fun while still being educated and ready for school in the coming year. I really hope more kids can experience Camp Phoenix -we all deserve experiences like this.

-Melanie "Rose", Camper

CAMPERSHIP PROGRAM IMPACT & DEMOGRAPHICS

1,974 campers

13,750 days of camp

\$550,000 allocated to 21 partner agencies

190 foster children

Average age, 11 years

49% female, 51% male

100% of campers below poverty line

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

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

Presidio and Point Bonita YMCA

The Salvation Army Camp Redwood Glen

Seeds of Awareness

Seven Tepees Youth Program

San Francisco Bay Area Council, BSA

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 ARCHBISHOP RIORDAN HIGH SCHOOL

Archbishop Riordan High School is San Francisco's oldest all-boys high school, serving 700 students from diverse backgrounds.

Riordan strives to create the best possible educational experience for young men. To do that, they provide top-quality academics, inspired educators, and opportunities for students to find their passions and build meaningful relationships with their peers, teachers and coaches. It is

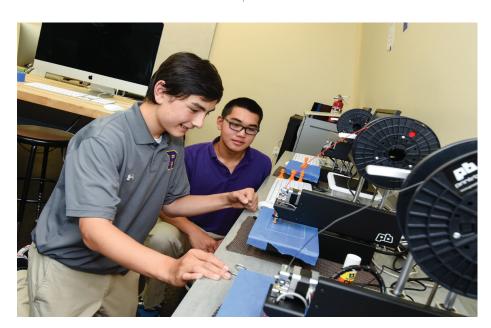
important that students read great books, become expert problemsolvers and learn technical skills, but also develop a desire to care for their families, the community and the world. Riordan students achieve this through a faith-based learning environment, in the Catholic Marianist tradition, that includes opportunities for retreats and spiritual growth.

In the past few years Riordan has made many campus improvements

to support its educational mission, including upgrading classrooms, renovating the gym, and developing engineering and automotive programs, all with a focus on the needs and interests of young men. In summer 2019 they will break ground on a state-of-the-art turf field that will benefit not only the students and their athletic and recreational pursuits, but the greater community as well.

Riordan "is deeply grateful to partner organizations such as The Guardsmen that support [its] mission." More than 60 percent of Riordan's students receive some sort of financial assistance, and more than half will be the first in their family to graduate from college. Educating a Riordan student truly impacts the entire community, both now and in the future.

The Guardsmen is proud to have supported 12 students with a scholarship of \$2,000 each during the 2017-2018 school year.



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MEET JERUEL "JJ" TRUJEQUE, RIORDAN



SCHOLARHSHIP PROGRAM IMPACT & DEMOGRAPHICS

284 students

\$1,953: average scholarship award

3 foster children

100% of graduating seniors plan to attend college

K-5 grades: 20%, 6-8 grades: 37%, 9-12 grades: 43%

Female 59%, Male 41%

Without The Guardsmen Scholarship Program, sophomore Jeruel "JJ" Trujeque would not have been able to attend Riordan, which was his first-choice school. He is happy and thriving at San Francisco's oldest all-boys Catholic high school, where he has had the opportunity to try anything from football to writing, and everything in between. So far, he is firing on all cylinders. JJ is taking a full load of courses including Spanish II. Biology. Modern World History, Geometry, Scripture, World Literature, Journalism, and Leadership. He was elected to Riordan's Student Parliament (the school's governing body) where he is an advocate for fellow students and helps to plan many important school events such as dances, service drives, and rallies. Additionally, he is a defensive back on the football team.

A budding writer, JJ's passion for all things literary has blossomed during his time at Riordan. He writes for the student newspaper. The Crusader, and recently published his first article "Sunnyside District hides dark past" about an area jail that closed in the 1930s. Literature is his favorite subject because he enjoys reading and learning about different classic novels. JJ applied for a prestigious three-week summer workshop at Bard College in Massachusetts called Young Writers Workshop. If accepted, he hopes this program will inspire new creative avenues and help him further refine his craft. Reflecting on his time a student at Riordan. JJ says, "Riordan really gave me a chance, which opened up so many great opportunities that I wouldn't have had otherwise."

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 2017-2018 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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CAMPERSHIP

BRADY STERN GREG VARNI

COMEDY NIGHT

DUSTIN CALKINS GUSTAVO FERNANDEZ

CRAB FEED

PAT CALIHAN JP HARLOW CAREY NASSANO-MILLER

ENCAMPMENT

JP HARLOW **BRADY STERN ROB TESTA CHARLES THOR** MATTY WAGNER

FARM TO TABLE

JP HARLOW TOM MCKINLEY

FOURTH FRIDAY

TAYLOR CAIN TRENT CALABRETTA **GIDEON LETT BRIAN PRAGER**

FUND DRIVE

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KERMIT CLAYTOR DAN CONWAY JUSTIN MONFREDINI

PRESIDIO 10

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SCHOLARSHIP

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ST. PATRICK'S DAY LUNCH

JOE KIERNAN **BRADY STERN**

SECOND SATURDAY

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TECH & INFRASTRUCTURE

BILL MASTRANGELO TERRY MCDONNELL GREG VARNI

TREE GIVE AWAY DERICK BROWN GREG VARNI

TREE LOT GREG VARNI (CZAR) JOE REHRMANN (CHIEF OF STAFF)

TREE LOT PARTY

BRENNAN ANGEL JORDAN ANGEL (EMERITUS) WALT MEDLING ED MEIER CASEY SCOLLIN ROB TESTA

WAITING LIST

JORDAN ANGEL BILLY DAVIS KEVIN MURRAY SIMON WONG

WINE AUCTION ADAM ECHTER PHILLIP MARSHALL TERRY MCDONNELL JEFF MCFARLAND ADAM MCMICHAEL CHRIS REID

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!







