



2016 - 2017 ANNUAL REPORT
OCTOBER - SEPTEMBER

A MESSAGE FROM THE 72ND PRESIDENT



2017-2018 Senior Board Members (left to right), Zach Anderson-Gram, Jordan Angel, David Murray and Adam Wright, and celebrate the new fiscal year at The Guardsmen's annual Changing of the Guard event.



As The Guardsmen enter our 71st year of service to our community, I am honored to present to you our 2016-2017 Annual Report for The Guardsmen.

As you will read in the pages below, The Guardsmen's Scholarship and Campership programs continue to make a real difference in thousands of Bay Area youth's lives. We awarded 266 scholarships and provided approximately 14,000 days of camp last year to at-risk kids. Our ability to support these programs depends on both the generosity of our donors and sponsors and the efforts of our 150 Regular Members who spend roughly 12,000 volunteer hours a year planning and carrying out our events.

Generations of Guardsmen and supporters like you have enabled us to change campers' and students' lives by utilizing our unique brand of Fun, Fellowship and Fundraising to raise support for our programs. However, there is still work to do. Every year we have to turn away deserving kids from our Scholarship and Campership programs; the demand is sky high. We hope you will continue to support The Guardsmen in 2018 so we can help more kids every year and make a positive and lasting impact on their lives.

Last year, our Senior Committee launched its Senior Scholarship Endowment Fund. This Fund will ensure that The Guardsmen will continue be a leader in supporting

Bay Area kids for generations to come. If you are interested in contributing to the campaign or making any other type of contribution, please contact Heather Brewer, Director of Development in The Guardsmen Office.

On behalf of the Guardsmen Members, Board of Directors and Staff, I thank everyone who contributes their time, skills and financial resources to help the at-risk children of our community.

David M. Murray, 72nd President

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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 at-risk 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 at-risk children and youth to summer camp: The Guardsmen Campership Program.

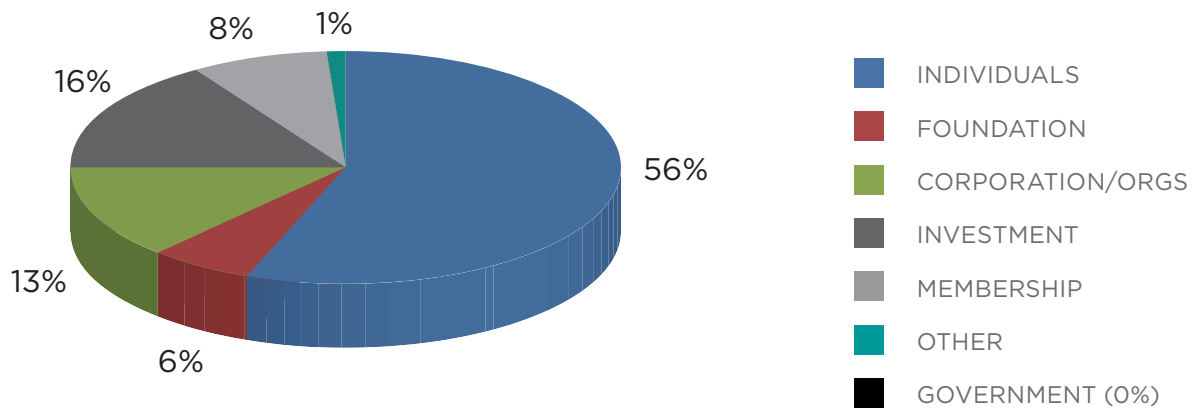
During a strategic review on the 50th anniversary of the organization in 1998, The Guardsmen identified a need for improved educational choices for at-risk youth, many of whom were lost in an unresponsive and dysfunctional education system that only reinforced cycles of poverty and violence. To address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



THE GUARDSMEN 2016-2017 FINANCIAL HIGHLIGHTS

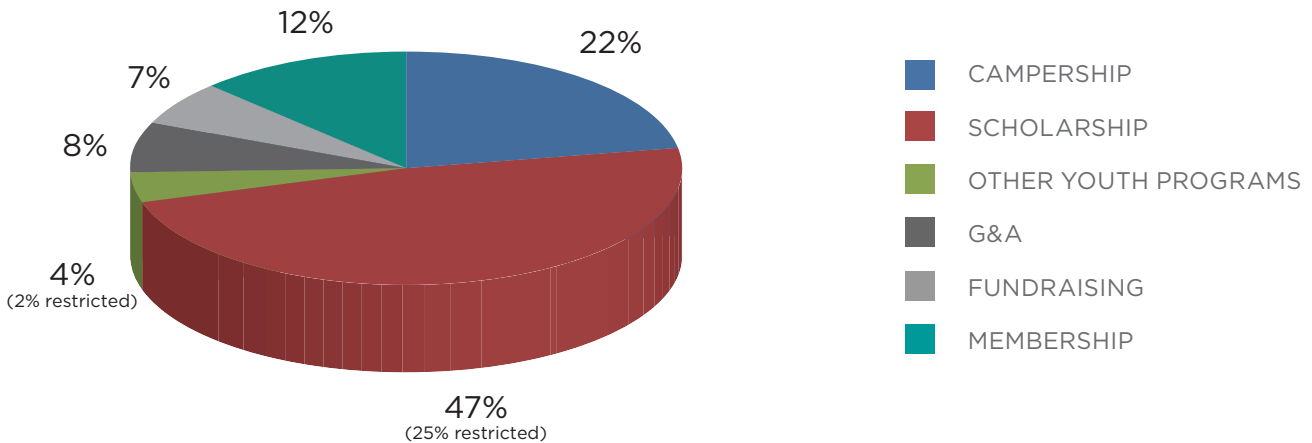
FY ENDING 9/30/17

2016-2017 REVENUE



TOTAL REVENUE: \$2,867,632
*RESTRICTED TOTAL: \$693,585

2016-2017 EXPENSES



EXPENSES TOTAL: \$2,623,664
*RESTRICTED TOTAL: \$693,585

**UNRESTRICTED CHANGE IN NET ASSETS: \$243,968

*Restricted totals are higher than normal and are related to a recent Capital Campaign (refer to pg. 13 for more information)

**Change in net assets is mainly high due to an increase in unrealized gains from investment income

Complete financial statements for The Guardsmen, audited by Robert Lee & Associates LLP, are available upon request. Audits are conducted at the beginning of the calendar year.

2016-2017 DONORS

CASH DONORS

Cash donor totals include donations, sponsorships, and auction participation

\$200,000 and above

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\$100,000-\$199,999

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Guittard Chocolate Company
Hanzell Vineyards
Hinman & Carmichael LLP
Hops & Hominy
Il Fornaio
InterContinental San Francisco Hotel
K Squared Cellars
Kata Wines
KIND
Knez Winery
Kokomo Winery
La Rusticana Vineyards
La Toque
Lamborn Family Vineyards
Sam Lando
Last Minute Gear
Local Soul Adventures
Longboard Vineyards
Lucky Strike SF
MacRostie Winery & Vineyards
Moshin Vineyards
Newton Vineyard
NOVY Restaurant
Orchard Supply
Owen Roe
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Papapietro Perry Winery
Park Tavern
Parry Cellars
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Platypus Tours
Ramey Wine Cellars
Raymond Vineyards
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Snowden Vineyards
Sonoma Portworks
Sonoma-Cutrer Vineyards
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The Donum Estate
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YuBalance Strength Training Studio

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Alfred's Steakhouse
Amici's East Coast Pizzeria
Ancien
Aquarium of the Bay
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Baci Cafe & Wine Bar
Bacigalupi Vineyards
Back Of The House
Balboa Cafe
barre3 San Carlos
Bartolo Winery
Bay Grape
Beau Wine Tours
Being Yoga
Black Sands
Bluxome Street Winery
Calera Wine Company
Carpe Diem Napa
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Causwells
Charles Krug Winery
Chillax Concierge Services
Cimarossa
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Epic Steakhouse
Eristavi Winery
Ferry Plaza Wine Merchant
Fig & Thistle
Foursight Wines
Frascati
Fullerton Wines
Gaspar Brasserie
Grace Yoga
Hand of God Wines
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Jack Herr
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Local Tastes Of The City Tours
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ONX Wines
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The Slanted Door
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Ultimate Fitness
Urban Farmer Restaurant
Valette
Warfield Distillery & Brewery
West Coast Wine | Cheese
Wine & Canvas San Francisco
Wine Spectator Magazine
Woodland Hills Golf Course

TRIBUTE GIFTS

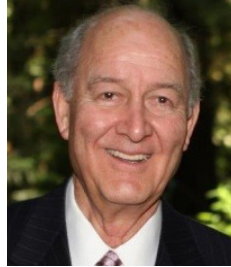
THE GUARDSMEN REMEMBERS AND CELEBRATES THE LIVES OF:



Sheldon Beitzel
Passed away on
8/14/17



William L. Carlile, Jr.
Passed away on
10/27/17



R. Eugene Dale
Passed away on
1/21/17



Richard O. DeAtley
Passed away on
11/25/17



George D. Hansen
Passed away on
12/23/2015



Preston Merrill
James, M.D.
Passed away on
10/13/2017



Frederick O.
Johnson
Passed away on
11/1/2017



Milo F. Kent
Passed away on
11/24/2003



Timothy Layden
Passed away on
1/24/2017



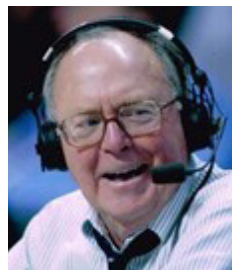
Stevens Manning
Passed away on
1/13/2010



Edward H. "Ned"
Meister, Jr.
Passed away on
9/28/2017



Stacy Mettier, Jr.,
M.D.
Passed away on
4/26/2017



Robert Murphy
Passed away in
2017



George H. Pfau, Jr.
Passed away on
11/2/2013

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Jimmie & Leroy
Brockbank

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.

FUNDRAISING HIGHLIGHT: CAPITAL CAMPAIGN

\$2.7 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 over the next five years to the Scholarship Endowment Fund, the Campership Endowment Fund, or the General Endowment Fund. Over \$660,000 was contributed during the 2016-2017 fiscal year.

Diamond \$1,000,000 and above

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

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

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Richard DeAtley

**Stuart Gordon*

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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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*Barton O'Brien

*Rotem Perelmuter

*Rich Peterson

*Hort Shapiro

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

Cameron Baker

*Nicholas Bijur

Richard Blackman

Norman Bouton

Jerry Brooner

Henry Bunsow

Bruce Callander

Matthew Carbone

*Christopher Codik

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Thomas Gram

Peter Grassi

Ellison Grayson

Mark Hagopian

*Mark Harris

Duncan Hay

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Victor Hebert

*Robert Henry

Michael Johnson

*Andrew Kelly

*James Kelly

James Krueger

*William Koefoed

Nicholas Koukopoulos

*Kenneth Laversin

Kenneth Lee

Stephen Leveroni

Robert Maier

Tad Moore

*James Monfredini

*Martin Monfredini

Jeffrey Morris

Richard Osgood

Richard Otter

*Matthew Partain

*Christopher Peacock

Stephen Peterson

Tom Power

Steven Rocha

Chris Roeder

*Jamey Saunders

*Bruce Scollin

John Sears

*Benjamin Shih

*Matthew Smith

Rodman Starke

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Charles Stuckey

John Sullivan

Tyler Ticen

Lawrence Townsend

Alfred Vincelette

William Vlahos

Paul Walker

James T. Wheary

Gregg Wurster

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	\$100,000
Gideon Lett	\$49,726
Brennan Angel	\$38,643
Graham Coover	\$36,000
Elliot Tight	\$33,400
Robert Testa	\$31,643
Michael Rubenstein	\$27,000
Jeff McFarland	\$23,635
Edward Meier	\$20,300
Jordan Angel	\$19,450
Carey Nassano-Miller	\$19,000
Adam McMichael	\$18,600
John Townsend	\$15,645
Joseph Elefante	\$15,096
R. Casey Scollin	\$14,700
Charles Thor	\$13,500
Joseph Appel	\$11,700
Reamonn Stynes	\$11,650
Joey Nevin	\$11,000
Thomas Harris	\$10,900
Neema Hodjat	\$10,800
Konstantine Theodoridis	\$10,500
Brendan Hutchinson	\$10,200
Nathan Ferris	\$10,000
Miles Mulcare	\$9,000

*Donation total given over two to five years

Donors in italics include one or more solicited donations

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 2016-2017 fiscal year \$339,434 worth of goods and services were donated to The Guardsmen's special events by 378 donors
- The Guardsmen partnered with the late Mayor Ed Lee and the San Francisco Housing Authority to giveaway more than 200 Christmas trees to families in Bayview-Hunters Point



Members David Segel, Keith Nothacker, Matt Del Carlo, Graham Coover, and Thomas Hor serve drinks along with over 100 volunteer bartenders at the annual Tree Lot Party at the Festival Pavilion



Board Member Jordan Angel, and son enjoy the festive Crab Feed at the Tree Lot



Tree Czar Matt Griffin, and daughter hug at Kids Day at the Tree Lot



Co-chair Tyson Stevenson, and wife Megan enjoy dinner and bluegrass music at the Farm to Table event at the Tree Lot



Member Jamie Specht, and wife Kelly Chrisman dress as Rockford Peaches at annual Halloween Party held at Hue Night Club



Celebrity Dinner & Sports Auction honorary chairs and SF Giants broadcasters, Kruk and Kuip, address attendees and interview players during dinner



Boys & Girls Clubs of San Francisco's 2017 Youth of the Year for Camp Mendocino, Sukai Crutchfield Billinge, speaks at the Celebrity Dinner & Sports Auction



Winemaker at Three Sticks Vineyards and Honorary Chair Bon Cabral, presents the "Decanter Award" to Will Bartlett (not pictured) at the 41st annual San Francisco Wine Auction



Members Jerry Brooner, Will Bartlett, and Rich Peterson bid on auction lots at the San Francisco Wine Auction



Former professional cyclist Tyler Hamilton encourages fellow riders on the 100k ride through Marin



Participants of the Levi's Presidio 10k race take in breathtaking views of the Golden Gate Bridge



President Ryan Nail, and 1st VP Justin Monfredini, volunteer by serving breakfast to over 4,000 runners at the Levi's Presidio 10k race



The Guardsmen brings back Boxing Night at the San Francisco Design Center Galleria



Seniors Committee Chair Scott Thompson and Courtney Frager-Trunnell, dress in dapper attire for the Kentucky Derby Party

CAMPERSHIP PROGRAM

The Guardsmen Campership Program sends at-risk children and youth to summer camp in order to break cycles of poverty 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 CATHOLIC CHARITIES CYO CAMP



Set among 216 acres of awe-inspiring coastal redwoods, Catholic Charities CYO Camp is a magical place where campers gain self-confidence, discover the wonders of nature, and enjoy being young. For six extraordinary weeks each summer, children ages 8-17 make CYO Camp a special haven for building memories and friendships that last a lifetime. Located sixty miles north of San Francisco near the historic town of Occidental, CYO Camp is a Catholic community where, for 70 years, campers of all religious backgrounds learn about themselves, grow with others, explore nature, and reflect with God in a nurturing environment.

CYO Camp also offers campers ages 16-17 the opportunity to participate in a Counselor in Training (CIT) program where they learn invaluable leadership qualities and improve skills related to self-expression, peer relationships, role modeling, and accountability. Throughout each session CITs gain responsibility and experience a feeling of accomplishment while mentoring young campers. In addition to hands-on leadership training, CITs will receive up to 70 community service hours and certification in CPR. **The Guardsmen is proud to have supported 325 campers and 2,375 days of camp at CYO Camp during the summer of 2017.**

“Sophia went to camp twice because of approved financial aid. It was a very important, positive experience in her life after experiencing trauma from domestic violence. [After her second year of camp] she continued to grow in her self-esteem, confidence, social interactions, and making friends. She is looking forward to go to camp every year now. It became a sanctuary for her to grow as an individual.”

-Foster Parent of CYO Campership Recipient

*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 OLIVIA BAILEY, CYO CAMP



Olivia Bailey is one of six children who has spent most of her life in the foster care of family members and witnessed her uncle (and primary care giver at the time) succumb to cancer. With the help of a Guardsmen Campership, she was able to attend CYO Camp for 11 of the most formative years of her life.

Reflecting on her time as a long-term camper, Olivia says *"I have gained and learned that you can always be yourself at camp. I also learned that you can take camp with you. Over the many years that I've attended CYO Camp, I've learned that it's ok to feel happy, feel sad, or loved. I love this place because I know that there are people who love me here."*

The Guardsmen is proud to report that Olivia worked her first year as CYO Camp Counselor during the

summer of 2017. *"By coming back to camp as a counselor, I can make a child feel the way that my counselor made me feel when he told me he believed in me."*

CAMPERSHIP PROGRAM IMPACT & DEMOGRAPHICS

1,892 campers

13,852 days of camp

\$550,000 allocated to
19 partner agencies

170 foster children

Average age is 10.4 years

44% are female, 46% are male

100% of campers are 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.

Big City Mountaineers, Inc.

Boys & Girls Clubs of San Francisco

Camp Phoenix

Catholic Charities

Girl Scouts of Northern California

Girls Leading Girls

GirIVentures

Golden Gate Boys Choir & Bellringers

Lighthouse for the Blind and Visually Impaired

Salvation Army-Golden State Division

San Francisco Bay Area Council
Boy Scouts of America

Seven Teepees Youth Program

SOAR for Youth

St. Dorothy's Rest

Sunny Hills Services

The Okizu Foundation

YMCA Camp Loma Mar

YMCA of San Francisco, Camp
Jones Gulch

YMCA Presidio

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, 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 DE MERILLAC ACADEMY

Established in 2001 in the Tenderloin neighborhood of San Francisco, De Marillac Academy provides a tuition-free education that focuses on academic excellence in a values-based environment. Co-sponsored by the Daughters of Charity and De La Salle Christian Brothers, De Marillac offers a Catholic, private school education to low-income students from all faith and cultural backgrounds in the Tenderloin and other similar neighborhoods. De Marillac's educational model

is rooted in the Nativity Miguel school movement, which began in New York City over 40 years ago in response to the poor state of urban public schools, the high cost of private education, and the lack of local schools in many inner-city neighborhoods. In 2001, De Marillac opened with a class of nineteen 6th graders.

Today, De Marillac Academy serves 119 fourth through eighth grade students, 231 alumni, and over 230 families in its school and its unique

wrap around clinical and family support program. In addition to its tuition-free education, De Marillac Academy provides a 9-hour school day to help working parents and guardians, and a 12:1 student to teacher ratio. It also provides summer school, a week-long summer camp, and a Graduate Support Program to help its alumni with high school and college plans. **The Guardsmen is proud to have supported 16 students with a scholarship of \$2,000 each during the 2016-2017 school year.**



*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.

STUDENT & FAMILY SERVICES

When compared with other neighborhoods in San Francisco in terms of health and wellness, the Tenderloin ranks at or near the top in San Francisco for low birth weight, hospitalization for diabetes and alcohol abuse, HIV/AIDS, and household poverty rate. DMA students deal with the same adolescent challenges others do, yet their experience of growing up in such an underserved environment only further stresses their academic and personal development. Through its unparalleled counseling program, DMA is able to meet the unique needs of its community through the investment in quality counselors, academic specialists and a program director that offers the most comprehensive services of its kind to students and families.

ANTI-BULLY PREVENTION

The Riley Center Children's Program is committed to ending the cycle of violence in families and communities by advocating for, educating, and supporting children who experience domestic violence. The Riley Program provides anti-bully prevention to 4th and 5th grade students of De Marillac Academy, as well as healthy relationships classes for its 6th, 7th, and 8th grade students to help students recognize what constitutes a healthy and unhealthy relationship. The program's overall goal is to prevent violence at a young age by providing education in a classroom setting. By identifying and responding to acts of violence and abuse in peer-to-peer relationships, the students can learn how to keep their future relationships free from abuse.

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. The Guardsmen currently partners with 20 schools and will continue to annually choose to partner with schools that are in line with The Guardsmen's 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

Immaculate Conception Academy

Mercy High School

Mission Dolores Academy

Northern Light School

Presidio Hill School

Sacred Heart Cathedral Preparatory School

San Francisco City Academy

St. Brigid School

St. Finn Barr School

St. Ignatius College Preparatory High School

St. James School

St. John Elementary School

St. Peter's School

St. Raphael School

The SMART Program

SCHOLARSHIP PROGRAM IMPACT & DEMOGRAPHICS

266 students

\$1,954: average scholarship award

100% of graduating seniors have plans to attend college

K-5 grades: 27%, 6-8 grades: 36%, 9-12 grades: 37%

Female 58%, Male: 42%



ACKNOWLEDGEMENTS

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THOMAS MCKINLEY
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 subsequently are also 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!



