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 to 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

2017 - 2018 BOARD OF DIRECTORS AND OFFICERS

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**PRODUCTION:**
Heather Brewer

**GRAPHIC DESIGN/LAYOUT:**
Frank Edwards

**PHOTOGRAPHY:**
Gustavo Fernandez

**WRITING/EDITING:**
Heather Brewer, Hilary Lapping, David Murray, 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 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

- **INDIVIDUALS**: 56%
- **FOUNDATION**: 16%
- **CORPORATION/ORG**: 8%
- **INVESTMENT**: 6%
- **MEMBERSHIP**: 13%
- **OTHER**: 4%
- **GOVERNMENT (0%)**: 1%

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

2016-2017 EXPENSES

- **CAMPERSHIP**: 47%
- **SCHOLARSHIP**: 22%
- **OTHER YOUTH PROGRAMS**: 12%
- **G&A**: 7%
- **FUNDRAISING**: 8%
- **MEMBERSHIP**: 4%

**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

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

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
- David R. Rawson

### $100,000-$199,999
- Richard O. DeAtley
- Bradford Jeffries

### $50,000-$99,999
- William F. Bartlett
- BTIG, LLC
- Stuart M. Gordon

### $25,000-$49,999
- Anonymous Donors
- Goldman, Sachs & Co.
- Kingsford Capital Mgmt LLC
- Levi Strauss & Co.
- The EACH Foundation
- The Kimball Foundation
- The Stanley S. Langendorf Foundation

### $15,000-$24,999
- Jerry L. Brooner
- Hillsborough Concours D’Elegance Foundation
- Ackman Ziff Real Estate
- Mark W. Perry
- Seal Software
- The Bank of America Charitable Foundation
- Paul E. Walker

### $10,000-$14,999
- Terrence W. Cavanaugh
- Charles Chi
- Comerica Bank
- Deloitte
- Eastdil Secured, LLC
- David Fields
- Thomas B. Klein
- Eron and Christina Kosmowski
- Mark and Judith Cook Foundation
- Thomas G. & Janet McKinley
- Michael J. McKinnon
- Ryan Morris & Anastasiya Zdzitavetskaya
- Richard H. Peterson
- Poland Family Charitable Fund
- Brian & Kathrynne Prager
- R. D. Hume-Mary A. Hume Foundation
- Risk Strategies Company
- Christopher T. Roeder
- R. Casey Scollin

### $5,000-$9,999
- Michael Scribner
- John M. Simerlein
- Howard Taylor
- The Bay Club Company
- Cole Zucker

### $2,500-$4,999
- Nawder Alavi
- Amy E. Christensen Fund
- Annie Appel
- AT&T
- Balfour Beatty Construction
- Bazaarvoice and the Entrepreneurs Foundation
- BCCI Construction Company
- BlackRock Financial Management, Inc.
- Bruce Bochy
- Boston Properties L.P.
- British Motor Cars
- Aidan Brogan
- Henry C. Bunsow
- Burr Pilger Mayer (BPM)
- Jennifer Cabalquinto
- Taylor Cain
- Columbia Property Trust
- Jesse Cuevas
- Cushman & Wakefield
- Kathleen Darling
- Dodge & Cox
- Duane Morris LLP
- Equity Office
- Martin & Amy Felsenthal
- Mrs. Donald G. Fisher
- FitBit
- Christopher B. & Cynthia B. Galvin
- Todd Goldman
- Greenberg Traurig LLP
- Richard J. Guggenhime Charitable Fund
- Hamilton Zanje & Co.
- Michael Hankinson
- Hathaway Dinwiddie Construction Co.
- HFF, L.P.
- Kurt Houtkooper
- Iron Creative Communication
- Louise M. Davies Foundation
- Robert W. Maier
- Sara Mann
- Marian & John A. Elliott Foundation, Inc.
- Marsh & McLennan Companies
- Phillip W. Marshall
- Kathryn McKinley
- Thomas A. & Hannah McKinley
- Trent Michels
- Microsoft
- Kevin P. Murphy

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- New Enterprises Associates
- Orrick, Herrington & Sutcliffe LLP
- Parallax Volatility Advisers, LP
- PNC Foundation
- Andrew Reid
- Saks Incorporated
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- Shorenstein Realty Services, LP
- Skyline Construction, Inc.
- Larry W. Sonsini
- Taina J. Steinberg
- Stumpf Capital Management LLC
- SVB Foundation
- Swift Real Estate Partners
- Teladoc Inc.
- Trust Funds Incorporated
- University of San Francisco
- Damien M. Weiss
- Ulf Zetterbergn

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- James Beach
- Brett M. Bush
- Mary F. Christopher
- Marcus O. Colabianchi
- Ronald C. Conway
- Dan Costello
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- Amelia Featherstone
- Martin and Amy Felsenthal Charitable Gift Fund
- FivePoint Foundation For Global Sports Development
- Pat Gilligan
- Stuart M. Gordon
- Heather Harris
- Claudia P. Hayes
- Herbst Foundation
- JLL
- Michael E. Johnson
- JP Morgan Chase
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- MCS Construction Services Inc.
- Sandra Molnar
- Justin M. Monfredini
- MUFG Union Bank, N.A.
- NGKF Capital Markets
- Peter Nicholson
- Old Navy
- Elizabeth Pantages
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2016-2017 DONORS (CONTINUED)

James D. Connelly
Daniel J. Conway
Andrew F. Curby
Joseph A. Dalecio
Deanna Davalos
Brett Davalos
Anne Englert
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Douglas J. Feliciano
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Robert Prager
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Steven Rose & Deborah Thacker-Rose
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Craig & Germana Suderman
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Ramon Figueredo
Franco Finn
Sylvia Fitzgerald
Five Mountains Tea
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<td>Suzanne Oberlin</td>
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<td>Pam Tormey</td>
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United Health Group  
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Brian Wade  
George Wade  
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Jordan Wappler  
Chris & Katie Watson  
Susan Weaver  
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Michael A. Widmann  
Colin Wiel  
Jacob Wilson  
Charles Witt  
Frederick E. Wyler  
Christine Yuen  
Angela Zhang  
James Ziesing  
Freda Zietlow  
David Zimmerman  
George Zuber

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**$5,000 and above**  
Teladoc Inc.

**$2,500-$4,999**  
Autodesk Foundation  
Salesforce.org

**$1,000-$2,499**  
JP Morgan Chase Foundation  
MassMutual  
MUFG Union Bank  
The Bank of America Charitable Foundation  
Wells Fargo

**$500-$999**  
LinkedIn Matching Gifts Program  
Medtronic Foundation

**$100-$499**  
Apple Inc.  
Charles Schwab Foundation  
Chevron  
Electric Arts Outreach  
Gap Inc.  
Suhr Risk Services of California  
United Health Group  
Yelp

**IN-KIND DONORS**

In-kind donor totals include donations of goods and/or services

**$10,000 and above**  
Randy Willard | THE MAN MAKES THE SUIT

**$7,500-$9,999**  
Knights Bridge Winery  
O’Connell Family Wines  
Rocky Hill Wine

**$5,000-$7,499**  
Azura Retreats  
Deception Valley Lodge  
Flynn Properties  
Independence Ranch  
Frederick O. Johnson  
Thomas A. McKinley  
VIK Wine  
Wharekauhau Country Estate

**$2,500-$4,999**  
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Todd Bartholf  
Brown-Forman  
Cosmopolitan Wines  
Donelan Family Wines  
Esi Center MedSpa  
Five Stars Yacht  
Grace Bay Resorts  
Humanitas Wines  
Keneffick Ranch Winery  
McKinley Vineyards, LLC  
Thomas Newton  
Oakville Ranch Winery  
Prologis, Inc.  
Rutherford Ranch Winery  
Silver Trident Winery  
Sweetwater Travel  
The Andean Experience Co.  
Three Sticks Wines  
Txai Resorts  
Villa Gaudia  
Mike Wilkins  
Williams Selyem Winery  
Zanzibar White Sand Luxury Villas & Spa

**$1,000-$2,499**  
Africa Amini Alama  
Jordan J. Angel  
Barnett Vineyards  
Jason Blessing  
Bohemian Vineyard

Many employers participate in a matching gifts program for their employees’ charitable contributions and/or volunteer hours. Some companies even match gifts made by retirees and/or spouses. Check with your employer today and make an even deeper impact with your next gift to The Guardsmen.

Brooks Brothers  
Chicago Blackhawks Hockey Team, Inc.  
Freddy Clarke  
John Connell  
Covert Estate  
Cowgirl Creamery  
Davis Estates  
Dolphin Bay Resort & Spa  
Dominion Golf Club - Onion Creek Club  
Dutton-Goldfield Winery  
Ets-Hokin Studios  
Far Niente  
Grape Leaf Inn & Wilson Artisan Wines  
Richard Harding  
Hotel Healdsburg  
Intermezzo Catering  
Joseph Phelps Vineyards  
Kanzlar Family Vineyards  
Kistler Vineyard  
Knives At Dawn  
Landmark Vineyards  
Materra | Cunat Family Vineyards  
Mayacama Golf Club  
Ed Meier  
Moet Hennessy USA  
David M. Murray  
Christy Natsumi  
Original Joe’s  
Oxygen Jungle Villas  
Pen-y-bren Lodge  
Petroni Vineyards  
Puerto Los Cabos  
Puercell Murray Company, Inc.
2016-2017 DONORS (CONTINUED)

Real Restaurants
Rodney Strong Vineyards
Saks Fifth Avenue
Derick Schrier
Sodhani Vineyards
Tyson R. Stevenson
The Ritz-Carlton, San Francisco
The Wine Foundry
The Withers Winery
Theoni Napa CA and Beyond
Vacasa
Verdura Resort, Rocco Forte Hotels
Paul E. Walker

$500-$999
101 Surf Sports
Allegretto Vineyard Resort
Blackbird Vineyards
Bodega Bay Lodge
Cavallo Point
Chehalem Winery
Cigar Aficionado Magazines
Clark-Claudon Vineyards
Clos De La Tech
Clos Pegase Winery
Credo Restaurant
Rick Davis
Deerfield Ranch Winery
Del Dotto Vineyards
James W. DeYoung
Enkidu Wine
Jason E. Fellner
Gamble Family Vineyards
Gary Farrell Winery
David Gollnick
Guerrero Fernandez Winery
Hafner Vineyard
Half Moon Bay Golf Links
Hartford Family Winery
Hawktree Golf Club
Brad Holsworth
Hotel Drisco
Iron Horse Vineyards
Jamison Ranch Vineyards
K&L Wine Merchants
K. Laz Wine Collection
Kimpton Hotel Monaco Denver
Krupp Brothers
LA Galaxy
Cheryl Lewis
Phil Mann
Marine Layer
Maybach Family Vineyards
John J. Micek
Montagu Wines
Paraparaumu Beach Golf Club
Leslie S. Pinsof
Portland’s White House Inn
Presidio Golf Course
Presidio YMCA
Scott Reis
Repast Supply Co.
Aaron M. Reuter
Brendan Rhoan
San Francisco 49ers
San Francisco Giants Baseball Club
San Francisco Polo & Dance
San Francisco Wine Group
Saunter Wines
Shoreline Hotel Waikiki
Silverado Resort & Spa
Stone Porch By The Lake B&B
Taj Campton Place
The Avalon Hotel
The Whitehall Hotel
Thuizio
Tongue Dancer Wines
Trione Vineyards & Winery
Whisky Advocate Magazine
Wine + Moxii
Witching Stick Wines

$499-$250
5A5 Steak Lounge
Abundance Vineyards
Agharta Wines
Anglim Winery
Anthill Farms
Ascend Body
Behrens Family Winery
Bellemont Hotel, Tamarack Lodge
Beran Wines
Bernardus Winery
BooCamp SF
Lindsay Boullt
Brittan Vineyards
Burr Pilger Mayer (BPM)
Byington Vineyard
C. Donatiello Winery
Cakebread Cellars
Cala Restaurant
Daniel Cassell
CityRide Bike Rentals
COHO Wines
Darioush Winery
David Fulton Winery
Domaine Roy Et Fils
Doubleback
Ehlers Estate
Charles Emanuel
Emeritus Vineyards
Eric Kent Wine Cellars
Failla Wines
Fairmont St. Andrews
Falcon’s Ledge
Farallon
FiftyRow Vineyards
Daniel Figueredo
Fitness SF
Flowers Vineyards & Winery
Eric Flynn
Grapeline Wine Tours
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
Paintball International
Papapietro Perry Winery
Park Tavern
Parry Cellars
John Pentz
Platypus Tours
Ramey Wine Cellars
Raymond Vineyards
River Place Country Club
Michael Rubenstein
James R. Saunders
Schroeder’s
Snowden Vineyards
Sonoma Portworks
Sonoma-Cutrer Vineyards
Soter Vineyards
StudioMix
Tamarack Lodge & Bellemont Lodge
The Donum Estate
The Pad Studios
The Progress
TomaselliDesign
True Blue GC
Viader Napa Valley
White Rock Vineyards
Wild Hog Vineyard
Williamson Wines
Wrigley Rooftops & The Cubby Bear
YuBalance Strength Training Studio
### 2016-2017 DONORS (CONTINUED)

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<tr>
<td>Wine Spectator Magazine</td>
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<td>Woodland Hills Golf Course</td>
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</tbody>
</table>
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 11/1/2003

- 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
Sheldon Beitzel  
ACR Glazing 
Contractors, Inc. 
Anonymous Donor 
Hanna Bacayo 
Henry Baer 
Andrea Bean 
Roger & Kate Bowley 
Aubri Bryan 
Cristina Calvetti 
Kim Christensen 
Jessica Crete 
Estelle Fay 
Sylvia Fitzgerald 
Merritt Fog 
Tom Gaffney 
Shirley Gee 
Cassandra Gray 
Laura Handeland 
Timothy Hay 
Jennifer Hogan 
Matthew Huey 
Larry & Jeana Hultquist 
Deborah Jones 
Kwan Wo Ironworks Inc. 
Jonathan Lambdin 
Lori Lefkowitz 
Level B Construction, Inc. 
Pamela Loyst 
Jeffrey Lung 
Judith E. Maas 

MH Construction 
Laura & Godfrey Mix 
Thomas Moretti 
Gaynun & Linda Oclaray 
Kathryn Owens 
Karen Parsons 
Lisa Phan 
Michael J. Pola 
Patrick Sanguinetti 
James R. Saunders 
Julia Signorotti 
Dabbbie Smith 
Craig & Germana Suderman 
John Suhr 
Suhr Risk Services of California 
Kate Velasquez 
Stephen Von Bima 
Mary A. Weatherill 
Annie West 
Howard Wong 
Terry, Susie, and Stephanie Young 

William Bowes, Jr. 
James R. Saunders 

Damon Bruce 
Anshai Isaiah 
Leah Barvels 

John Callander 
John Scarborough 

Gene Dale 
James R. Saunders 

Wick De Young 
Students of Strength 

Bill Domann 
Lisa Johnson 

William Evers 
James R. Saunders 

Michael & Bonnie Gilpin 
Kristen Lahner 

Pat Gilligan, Jr. 
James R. Saunders 

Stu Gordon 
James R. Saunders 

Timothy Layden 
James R. Saunders 

David Lumbard 
Norman H. Bouton 
A. M. Casey 
Peggy Fox 

Thomas Gram 
Victor A. Hebert 
Peter W. Mckenney 
James R. Saunders 
Bruce L. Scollin 
Michael L. Scurich 
G. Bradford B. Solso 
Joseph A. Van Orsdel 

Mark McDonald 
Norman H. Bouton 
Gerald K. Cahill 
Janet and Vernon Burrows 
James R. Saunders 
G. Bradford B. Solso 
Joseph A. Van Orsdel 

Ryan Nail 
James R. Saunders 

Keith Pettus 
H. Glenn McWilliams 
Colby McWilliams 
Janet Pettus 

Jonathan D. Robles 
Steven Robles 

Kevin Rosenbaum 
Christopher T. Schaper 

Phil Spiegel 
The TemPositions Group of Companies 

Taina Steinberg 
Bill R. Poland 

Peter Stevens & Family 
Jack McCredie 

Benjamin Wells 
Norman H. Bouton 
John C. Fletcher 
James R. Saunders 

Greg & Kim Varni 
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.
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.

**FUNDRAISING HIGHLIGHT:**

**CAPITAL CAMPAIGN**

$2.7 MILLION RAISED SO FAR

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.

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<th>Diamond $1,000,000 and above</th>
<th>William Fleishhacker</th>
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<td>Tad Moore</td>
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| Platinum $500,000-$999,999  |                                 |
|-----------------------------|                                 |
| Will Bartlett               |                                 |
| Richard DeAtley             |                                 |
| *Stuart Gordon              |                                 |
| John C. Callen, Jr.         |                                 |
| Norman Spencer              |                                 |
| *Richard Guggenheim         |                                 |
| The Stanley S. Langendorf    |                                 |
| Foundation                  |                                 |
| *Bradford Jeffries          |                                 |
| *Mark Perry                 |                                 |
| David Rawson                |                                 |

| Gold $100,000-$499,999      |                                 |
|-----------------------------|                                 |
| Philippe Barret, Jr.        |                                 |
| Ted Bartlett                |                                 |
| Terrence Cavanaugh          |                                 |
| *Kurt Houtkooper            |                                 |
| *Thomas McKinley            |                                 |
| *Matthew Niehaus            |                                 |
| *Barton O’Brien             |                                 |
| *Rotem Perelmuter           |                                 |
| *Rich Peterson              |                                 |
| *Hort Shapiro               |                                 |

| Silver $50,000-$99,999      |                                 |
|-----------------------------|                                 |
| Cameron Baker               |                                 |
| *Nicholas Bijur             |                                 |
| Richard Blackman            |                                 |
| Norman Bouton               |                                 |
| Jerry Brooner               |                                 |
| Henry Bunsw                |                                 |
| Bruce Callander             |                                 |
| Matthew Carbone             |                                 |
| *Christopher Codik          |                                 |
| William R. Cohen            |                                 |
| John Coleman                |                                 |
| John T. Collins             |                                 |
| David Cookson               |                                 |
| David Cumming               |                                 |
| *Harold Davis               |                                 |
| *Brad DeJean                |                                 |
| William D. Evers, Jr.       |                                 |
| Joseph Feigenbaum           |                                 |

| Bronze $10,000-$49,999      |                                 |
|-----------------------------|                                 |
| Philippe Barret, Jr.        |                                 |
| Ted Bartlett                |                                 |
| Terrence Cavanaugh          |                                 |
| *Kurt Houtkooper            |                                 |
| *Thomas McKinley            |                                 |
| *Matthew Niehaus            |                                 |
| *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 Bunsw                 |                                 |
| Bruce Callander             |                                 |
| Matthew Carbone             |                                 |
| *Christopher Codik          |                                 |
| William R. Cohen            |                                 |
| John Coleman                |                                 |
| John T. Collins             |                                 |
| David Cookson               |                                 |
| David Cumming               |                                 |
| *Harold Davis               |                                 |
| *Brad DeJean                |                                 |
| William D. Evers, Jr.       |                                 |
| Joseph Feigenbaum           |                                 |

*Donation total given over two to five years

Donors in italics include one or more solicited donations

<table>
<thead>
<tr>
<th>Top 25 Fundraisers</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Wick De Young</td>
<td>$100,000</td>
</tr>
<tr>
<td>Gideon Lett</td>
<td>$49,726</td>
</tr>
<tr>
<td>Brennan Angel</td>
<td>$38,643</td>
</tr>
<tr>
<td>Graham Coover</td>
<td>$36,000</td>
</tr>
<tr>
<td>Elliot Tight</td>
<td>$33,400</td>
</tr>
<tr>
<td>Robert Testa</td>
<td>$31,643</td>
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<tr>
<td>Michael Rubenstein</td>
<td>$27,000</td>
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<tr>
<td>Jeff McFarland</td>
<td>$23,635</td>
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<tr>
<td>Edward Meier</td>
<td>$20,300</td>
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<tr>
<td>Jordan Angel</td>
<td>$19,450</td>
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<tr>
<td>Carey Nassano-Miller</td>
<td>$19,000</td>
</tr>
<tr>
<td>Adam McMichael</td>
<td>$18,600</td>
</tr>
<tr>
<td>John Townsend</td>
<td>$15,645</td>
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<tr>
<td>Joseph Elefante</td>
<td>$15,096</td>
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<tr>
<td>R. Casey Scollin</td>
<td>$14,700</td>
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<tr>
<td>Charles Thor</td>
<td>$13,500</td>
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<tr>
<td>Joseph Appel</td>
<td>$11,700</td>
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<tr>
<td>Reamonn Stynes</td>
<td>$11,650</td>
</tr>
<tr>
<td>Joey Nevin</td>
<td>$11,000</td>
</tr>
<tr>
<td>Thomas Harris</td>
<td>$10,900</td>
</tr>
<tr>
<td>Neema Hodjat</td>
<td>$10,800</td>
</tr>
<tr>
<td>Konstantine Theodoridis</td>
<td>$10,500</td>
</tr>
<tr>
<td>Brendan Hutchinson</td>
<td>$10,200</td>
</tr>
<tr>
<td>Nathan Ferris</td>
<td>$10,000</td>
</tr>
<tr>
<td>Miles Mulcare</td>
<td>$9,000</td>
</tr>
</tbody>
</table>
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
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.

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

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

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.
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.”

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
GirlVentures
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

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 |
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.

‘Everyone here respects one another. We treat each other as if we were a family because we are, and since the first day I walked through the gate, I felt the enormous amount of kindness. We are in a community where everyone has the power to change the world if we work together.”

-Ashleigh, 8th Grade

*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.
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.

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.

<table>
<thead>
<tr>
<th>SCHOLARSHIP PROGRAM IMPACT &amp; DEMOGRAPHICS</th>
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<tbody>
<tr>
<td>266 students</td>
</tr>
<tr>
<td>$1,954: average scholarship award</td>
</tr>
<tr>
<td>100% of graduating seniors have plans to attend college</td>
</tr>
<tr>
<td>K-5 grades: 27%, 6-8 grades: 36%, 9-12 grades: 37%</td>
</tr>
<tr>
<td>Female 58%, Male: 42%</td>
</tr>
</tbody>
</table>

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.
ACKNOWLEDGEMENTS

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Treasurer
Treasurer

Vice President
Asst. Treasurer

VP/Secretary

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Heather Brewer
Director of Development

Hilary Lapping
Director of Programs

Taina Steinberg
Office Manager

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MICHAEL O’BRIEN
ELLIOT TIGHT

CAMPERSHIP
STEVE MORIN
ROSS SPILLER
BRADY STERN
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COMEDY NIGHT
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JP HARLOW
ROB TELL
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STEPHEN WEBB
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DOMINO TOURNAMENT
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TRENT CALABRETTA
GIDEON LETT

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JUSTIN MONFREDINI
DAVE MURRAY
JOEY NEVIN
JL TOWNSEND
ADAM WRIGHT

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KEITH NOTHACKER
JOE REHRMANN
RYAN PROSSER
EVA SCHWIMMER

GUARD DOG
SHELDON BEITZEL
CAREY MILLER

GUARDSMEN BENEFIT
CONCERT EXPLORATORY
ZACH ANDERSON-GRAM
JORDAN ANGEL
JOEY ELEFANTE
JEFF MCFARLAND

HALLOWEEN PARTY
BRENNAN ANGEL
ROB TESTA
SIMON WONG

HILLSBOROUGH
CONCOURS D’ELEGANCE
JAMES COLRaine
MATTY WAGNER
GREG VAISBERG
CHRIS REID (EM)

HISTORY
JOHN JAQUISH
GUSTAVO FERNANDEZ
MATT NIEHAUS
DON WINTER

INVESTMENT
JOSH MYERBERG
SEAN SNYDER
GREG WURSTER

KENTUCKY
DERBY PARTY
FRANK EDWARDS
ROB FLOWERS
MILES MULCARE
ROB TESTA
TYLER TICEN (EM)

LAMPLIGHTER
MARCO CASTANEDA
JOEY ELEFANTE
JEFF MCFARLAND
DAVID MURRAY

LIES, LEGENDS
& LORE
SHELDON BEITZEL
HAL DAVIS
STEVE KAPP
MIKE POLA

MARKETING
BRENNAN ANGEL
JEFF MCFARLAND
DIMITRI ONISTSUK
JORDAN ANGEL (EM)

MEMBERSHIP
PAUL WALKER
ED MEIER (SEC)

MENDOCINO WORK WEEKEND
KERMIT CLAYTOR
DANIEL CONWAY
CASEY SCOLLIN

PRESIDIO 10
JOEY ELEFANTE
DAVE MURRAY
ROSS SPILLER
CHARLES THOR
GREG VARNI

PROGRAM
WALT MEDLING
ADAM MCMICHAEL
REAMONN STYNES
ADAM VALAINIS

ST. PATRICK’S DAY LUNCH
ZACH ANDERSON-GRAM
JOE KIERNAN

SCHOLARSHIP
MARCO CASTANEDA
DANIEL CONWAY
JOSH MYERBERG
RYAN PROSSER
SECOND SATURDAY
KEVIN CHAGNON
JASON CREECH
BILL MASTRANGELO
ADAM ECHTER
CHRIS REID
BRAD DEJEAN
KEITH PETTUS
CHARLES THOR
BRAD DAVIS

SPECIAL EVENTS
GIDEON LETT
JOE MOORE
JOEY NEVIN
JAMIE SPECHT

SPORTS AUCTION
DERICK BROWN
KEVIN CHAGNON
BRIAN DEER
MIKE HALL
JOE REHRMANN

STRATEGIC FUNDRAISING
JOEY ELEFANTE
ANDREW GALL
STEPHEN WEBB

TECH & INFRASTRUCTURE
NATHAN FERRIS
ARTHUR GUEST
VIC THOMAS

TREE LOT
MATT GRIFFIN

TREE LOT PARTY
BRENNAN ANGEL
JORDAN ANGEL
ED MEIER
CASEY SCOLLIN
SIMON WONG

WAITING LIST
MARCUS COLABIANCHI
JOHN JAQUISH
JOHN PETTUS

WINE AUCTION
ADAM ECHTER
PHILLIP MARSHALL
JEFF MCFARLAND
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!