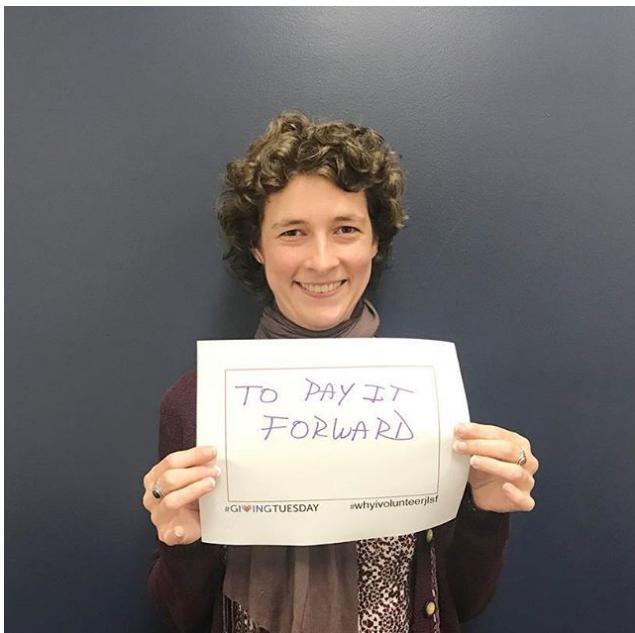
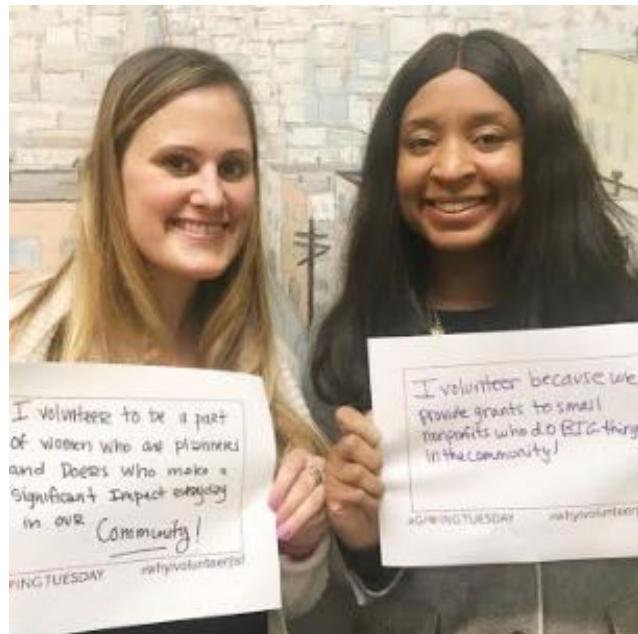
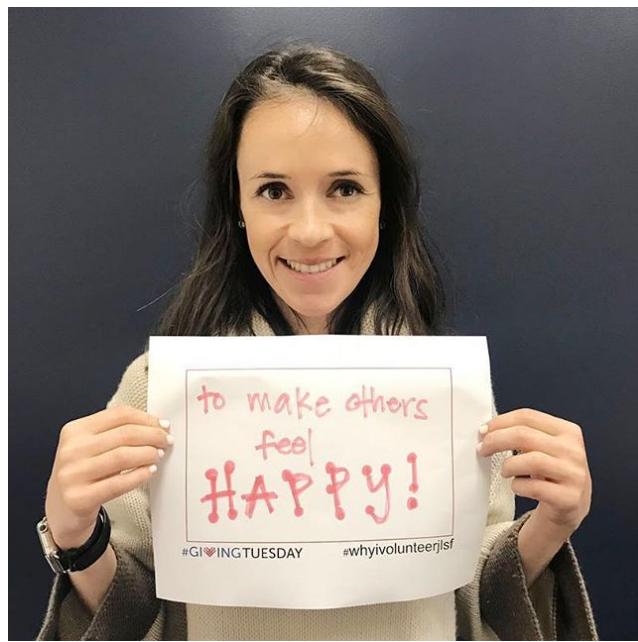
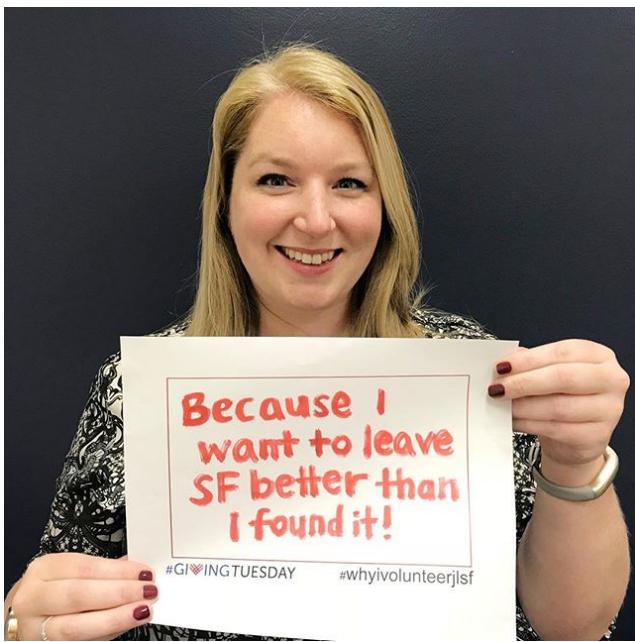


ANNUAL REPORT 2017-2018



THE JUNIOR LEAGUE OF
SAN FRANCISCO, INC.



JLSF LEADS

Board of Directors

Susie Berg
Katie Colendich
Kristen Zeitzer
Nicole Bonar
Kimberly Oberhauser
Caroline Bruister
Heather Cotanch
Elizabeth Dooley
Jamie Lynn Feliz
Sharon Lai
Sabrina Lowell
Christina Zhao

President
President-Elect
Secretary
Nominating Chair
Treasurer-Elect
Board Member at Large
Board Member at Large

Executive Management Team

Katie Colendich
Stefanie Maier
Alexis Calabretta
Priyanka Advani
Katie Aspell
Aimee Ellis
Renee Goldstein
Dana Marie Knapp
Cindy Weydt

Executive Vice President
Executive Vice President, Elect
Nominating Vice-Chair
Vice President, Membership
Vice President, Communications
Vice President, Training
Vice President, Sustainers
Vice President, Fund Development
Vice President, Community

MISSION

The Junior League of San Francisco, Inc. (JLSF) is an organization of women committed to promoting voluntarism, developing the potential of women, and improving communities through the effective action and leadership of trained volunteers. Its purpose is exclusively educational and charitable.

FOCUS AREA

Advancing the social and emotional well-being of youth and elderly in San Francisco.

DIVERSITY & INCLUSION

The Junior League of San Francisco, Inc. welcomes all women who value our Mission. We are committed to inclusive environments of diverse individuals, organizations and communities.



LETTER FROM THE PRESIDENT

It has been a privilege to lead alongside the most dedicated, thoughtful and caring women that make up the Junior League of San Francisco, Inc. (JLSF).

We have celebrated many substantial successes and achievements this year.

This year, in addition to supporting our ongoing partnerships that address the JLSF's focus area of advancing the social and emotional health of the youth and the elderly, the JLSF membership quickly mobilized to provide thousands of items to help North Bay residents get back on their feet after the devastating fires.

This year also saw the continued growth of a diversified fundraising strategy. Most notably, this past

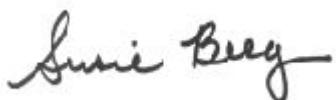
winter the JLSF hosted a holiday shopping event at headquarters raising over \$3,000. In addition to renting to our stellar long-term tenant Athleta, we have also started renting out JLSF headquarters for meeting space. We work diligently to ensure that money raised goes directly towards programming that serves our community. Every dollar donated is a token of gratitude that furthers fulfilling our mission.

As I reflect on my tenure as President, I am so grateful for all of the JLSF Sustainers who, through countless volunteer hours have built an incredible foundation for our active membership and the next generation of non-profit leaders.

The work of the JLSF, promoting volunteerism, developing the potential of women, and improving communities through the effective action and leadership of trained volunteers, would be impossible without the support of our generous donors, a dedicated staff and all of members who selflessly give their time.

Thank you to all of you who make our goals attainable. Your dedication to action will forever improve this special City that we call San Francisco.

Sincerely,



Susie Berg
2016-2018 President



17-18 JLSF Impact

1,206
Volunteers

9,693
Hours of Service

\$281,969
Invested in our
community*

*Investment based on 2017 value of a volunteer hour from Independent Sector

JLSF TRAINS

Training is at the heart of the JLSF's mission to empower women as they build stronger communities. During the 2017-2018 league year there were more than **45 educational and training opportunities** offered to members including:

GENERAL MEMBERSHIP MEETINGS



Seven held throughout the year:
September, October, November, January, February, April, and May.



More than **400** members attended a General Meeting during 2017-2018 league year.



Members participated in "**Done In A Meeting**" activities at each meeting, including decorating placemats that Meals on Wheels delivered with meals on Thanksgiving and writing cards for "Angel Families" to welcome them to Touch-A-Truck®.

GENERAL MEETING SPEAKERS:

- Panel of past **Home Tour Chairs**
- **Dr. Patrick Arbore**, Institute on Aging spoke about senior isolation
- **Elizabeth Estes**, Founder of Breaking Barriers spoke about social and emotional support to victims of trauma
- **Mark Ryle**, CEO of Project Open Hand spoke about their work in aiding seniors in San Francisco
- **Jennifer Bell**, JLSF Active, spoke about finding your purpose in volunteering
- **Susan Gatten**, past JLSF President, spoke about JLSF work during the AIDS Crisis

Leadership Retreats

Two retreats were held at the beginning and midpoint of the year league to inspire, encourage and train the women who held Board of Directors and Executive Management Team positions this League year. Leaders attended the events to strengthen their leadership skills as they continue to develop the next generation of leaders in JLSF.



Volunteer Training and Development

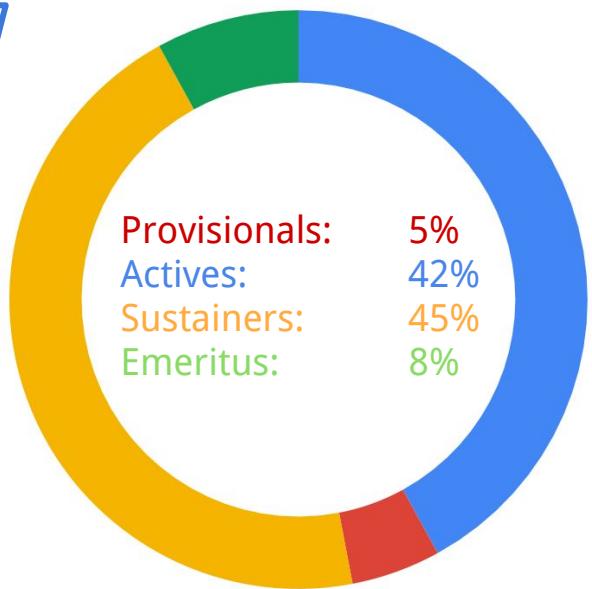
35 trainings on various topics ranging from Navigating Long-Term Care Options for Aging Parents to Running your own business in San Francisco were held during the year with **488 members trained** through these opportunities

A few of our most popular trainings were:

- **Earthquake Preparedness Workshop**
- **SF Mayoral Candidate Forum**
- **Mindfulness Meditation and Daily Practice**
- **Wills and Estate Planning**
- **End the Busy Feeling and Increase Productivity**

JLSF ENGAGES

JLSF has over 1,200 members that serve in all aspects of the organization as Provisionals, Actives, Sustainers, and Sustainer Emeritus members, establishing JLSF as one of the larger Leagues within AJLI. Sustainer Emeritus members are those women who have been members for 50 years or have reached the age of 80. These women continue their membership without paying yearly dues. During 2017-2018, we welcomed 68 transfer members from 30 Leagues across the United States and England. To meet the growing demand for women leadership training along with raising awareness of local city issues, we launched a second Provisional class in January 2018. Now, JLSF is set up to effectively onboard, train and launch two Provisional classes a year into our city, ready to give back in even more important ways.



2017-2018 Membership*

*As of April 2018. Provisional number reflects Spring Provisionals only.



2017 - 2018 Award Winners

Active of the Year: Amanda Sargisson

Committee of the Year: Touch-A-Truck

Hayley Swift Provisional of the Year: Anna Higgins

Melissa Hughes Leadership Award: Nora White

Spirit of the League Award: Hilary King

Sustainer of the Year Award: Trish Otstott

Wendy Hayward Distinguished Member of the Year Award: Rania Ghawi

The Journey of a Lifetime

PROVISIONAL

First year of membership in the League. Provisionals are focused on gaining exposure, along with a greater understanding of the League's community involvement, partners, and fundraising.

ACTIVE

Continue training to become effective volunteers and civic leaders. Actives focus on Community partners, running the League effectively, and fundraising.

SUSTAINER

Upon achieving Active requirements, members may transition to Sustainer status, remaining involved in League work, fundraising, and advising partners and projects.

JLSF SUSTAINERS

The Sustainer Council is the leadership body that represents the needs of sustainer members. Their goal is to provide fantastic events/activities, engaging programming and rewarding volunteer opportunities throughout the year. To build upon our long-standing traditions while having fun with friends, old and new, three signature events, which are open to all League members, are central to our calendar each year:

Annual Sustainer Luncheon

The Sustainer Luncheon, typically held each Fall, is a seated, formal luncheon that includes an inspirational speaker program.

On November 3, 2017, we hosted Under the Palms, An Afternoon in Havana at The Commissary in San Francisco's beautiful Presidio neighborhood!

The program featured speaker and Sustainer Member, Zuzy Martin Lynch. She shared her inspiring story about how her JLSF experiences provided her with the training and opportunities that led her to create Craving Cuba, an award-winning documentary film about Cuban-Americans and their complicated relationship with Cuba.



Annual Sustainer Tea

The Sustainer Tea is a social event, held in the Winter/early Spring. For more than 30 years, this annual event brings together generations of JLSF members to celebrate our past presidents who have dedicated their talents to perpetuate our legacy of promoting voluntarism, developing the potential of women, and improving our communities through the effective action and leadership of trained volunteers.

Held on March 3, 2018, guests were treated to a mad-hatter inspired afternoon complete with a silent auction, traditional English Tea and nibbles, and MOET champagne at the War Memorial Green Room,



Women at the Center Honors

Women at the Center Honors is a fundraiser that was launched in 2004 with all proceeds going to the JLSF Endowment Fund. The event was created to honor two extraordinary women who have demonstrated lifelong commitment to volunteerism, community leadership, vision, and inspiration to others; one who is a member of JLSF and one who has worked tirelessly to promote philanthropy in the Bay Area at large.

This year's theme, The Power of Paying it Forward, was featured throughout all facets of the event to emphasize the qualities that this year's honorees, Sally Coates and Elizabeth Folger.

Held on May 10, 2018 at The Ritz Carlton, San Francisco, the planning committee hosted an elegant evening celebration complete with an exclusive Patron Reception, Champagne Stroll, Dinner / Presentation and After-Party



JLSF FUNDRAISES

The JLSF hosts a variety of fundraisers throughout the year designed to generate vital dollars necessary to support our charitable activities. Our ability to impact our local community through volunteer activities is made through the success of these events. With this, we are able to fulfill our mission of improving the lives of women, children, and families through San Francisco. Some of our most notable events in 2017-2018 were:

Home Tour

For the past 23 years, JLSF has been hosting its Home Tour every year in one of San Francisco's most prestigious neighborhoods, highlighting elegant residences and architecture, art, history, and the exquisite style of interior design in private homes not normally open to the public.

The Home Tour committee identifies houses in different neighborhoods and creates an entire series of events, including the Launch Party, Patron Soiree, Main Event with a Marketplace, and tours of some of San Francisco's most exclusive homes. In 2017, the Home Tour featured the SoMa neighborhood. Attendees toured 7 different homes, ranging from penthouses to lofts. The event raised almost \$50,000 in its 23rd year.



Holiday Faire

The Junior League of San Francisco launched a new fundraising event this year, Holiday Faire. The event was put on by the Shop For a Cause Committee and hosted at JLSF HQ.. Attendees received 4 hours of shopping, food and drinks. VIP ticket holders were treated to an extra hour of shopping and a Swag Bag.

Attendees shopped their way through 28 different vendors from across the Bay Area ranging from jewelry to skincare to art, while mingling with the other attendees.. The event was a success, raising over \$3,000 in its first year and will be an annual JLSF fundraising event moving forward.



Touch-A-Truck®

JLSF hosted it's 3rd annual Touch-A-Truck® event. This is a family-friendly, hands on event that offers opportunities for children to explore, climb and touch trucks, emergency response vehicles, heavy machinery and other equipment, as well as meet the personnel who protect, serve and build our community.

From exploring cars and trucks to getting creative at the arts and crafts table and enjoying the animals at the petting zoo, the wide variety of children's activities kept everybody busy and active. In 2018, Assessor Carmen Chu issued a Certificate of Honor to JLSF for outstanding service to San Francisco through this event.. Touch-A-Truck® had over 2,500 attendees and raised over \$60,000 for the JLSF mission.



To all who have furthered our mission by making our events a success in the last year; we thank you.

JLSF SERVES

Through JLSF's Done in a Day (DIAD) program, nonprofit organizations within the San Francisco Bay Area community can request JLSF volunteers to support their activities that will completed in one day.

The JLSF works with a wide range of local non-profit organizations as part of its DIAD program, providing JLSF member volunteers to support important events hosted by the non-profit organizations.

The Impact of Done In A Day in 2017-2018



Over **2,000**
items donated to
help victims of the
North Bay fires



Our volunteers
helped **56**
organizations in San
Francisco meet their
goals



446 members
volunteered through
Done In A Day in
2017-2018

JLSF ADVOCATES

The purpose of the Advocacy Committee is to educate membership on the advocacy process and community-based advocacy opportunities aligned with current JLSF focus areas. It focuses on local policies and initiatives which strive to ensure women:

- Are educated and empowered
- Are making rewarding contributions to the community
- Are given tools to make an impact

Volunteers learn advocacy skills, work with local legislators, and work as a link to the policy needs of JLSF's community partners.



CalSPAC Day At The Capital

On May 7, over 100 Junior League members from the state of California attended the annual Day at the Capital training in Sacramento. Members met with elected officials and key staffers to advocate for issues related to California-based Junior League's projects, missions and focus issues. Senator Scott Wiener was honored as the 2017-18 Legislator of the Year after being nominated by JLSF CalSPAC members. A leader in the Me Too movement, and founder of We Said Enough, Samantha Corbin, was also there to share her journey and experience with the group..

Help a Mother Out Diaper Drive

The Advocacy Committee also held its third diaper drive in support of Help a Mother Out, a nonprofit organization that provides diapers, raises awareness, and advocates for long-term change in the social safety net. The JLSF's contribution helps bolster the social and emotional health of mothers and babies by creating stability and opportunities for families living in poverty in the Bay Area. This year, diapers were also collected as part of our relief efforts after the devastating fires in the North Bay.

Tampon Drive

The Advocacy Committee hosted its first Tampon Drive in support of local organizations, including Larkin Street Youth Services, a non-profit organization that provides housing, education and employment services, and supports the basic needs of youth experiencing homelessness in San Francisco. Our contribution of tampons, pads, and feminine hygiene essentials will help support the basic needs of women in our community and help restore dignity to women during their periods.

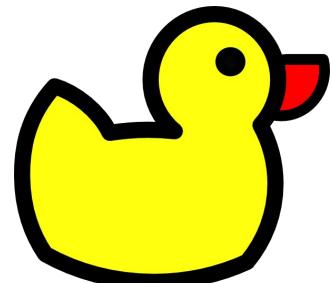


12,000
Diapers



3,012 Tampons & Pads

100 Toys Collected



JLSF IMPACT

2017-2018 COMMUNITY PARTNERS

PROJECT OPEN HAND



Project Open Hand™
meals with love

Project Open Hand (POH) provides meals with love to critically ill neighbors, seniors, and adults with disabilities. Their food is like medicine, helping clients recover from illness, get stronger, and lead healthier lives. Every day, POH prepares 2,500 nutritious meals and provides 200 bags of healthy groceries to help sustain their clients as they battle serious illnesses, isolation, or the health challenges of aging. The JLSF helps provide meals to those in need, as well as serves in person. The JLSF granted \$25,000 to Project Open Hand this year and had 22 members volunteer regularly.

SAFE & SOUND



Strengthening
Families.
Ending Child
Abuse.

Safe & Sound has been working to prevent child abuse and reduce its devastating impact for over 40 years. Safe & Sound empowers kids in classrooms across the city to protect themselves, helps parents cope effectively with stress by engaging them in counseling and support services, and provides a best in class approach to children's advocacy through strategic partnerships with city and county agencies. The JLSF directly reaches the families served by the organization by providing workshops, events, and family dinners. The JLSF granted \$40,000 to Safe & Sound this year and had 29 members volunteer regularly.

SAN FRANCISCO EDUCATION FUND

The San Francisco Education Fund (SFEF) harnesses the power of the community to equip every public school student with the skills to succeed in college, career, and civic responsibility. The JLSF participates in the Circle the Schools program by partnering with George Peabody Elementary School to help ensure all students have the skills, experience, and resources needed to thrive in San Francisco. The JLSF granted \$5,000 to SF Ed Fund this year and had 13 members volunteer regularly.

SMART



SMART is an organization dedicated to providing highly motivated, financially disadvantaged students with access to educational opportunities, personal experiences, and social support services to foster academic excellence and community engagement. 94% of SMART students attend college, forever altering the trajectory of their lives, and the lives of their families and communities. Our partnership with SMART includes mentoring students within the College Access Program and participating at their Career Conference. The JLSF granted \$20,000 to SMART this year and had 20 members volunteer regularly.

FINANCIALS

It is crucial that Junior League of San Francisco, Inc. raise funds to support numerous community programs. Every dollar donated is treated as a token of passion that furthers the mission.

TOTAL EXPENSES

\$738,006

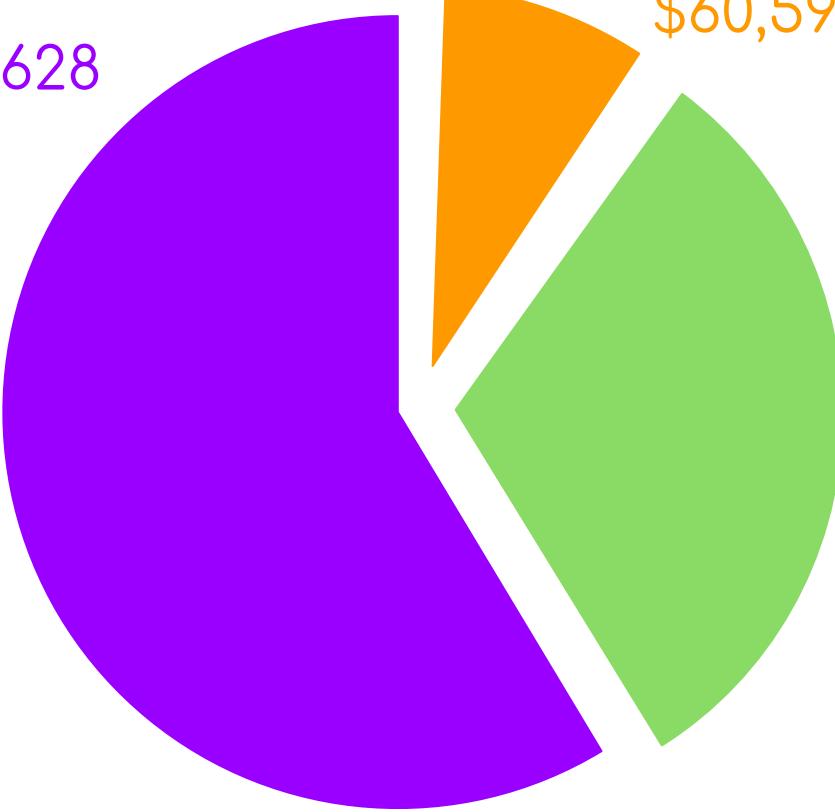
TOTAL REVENUE

\$894,887

Program
Expenses
\$436,628

Fundraising
Expenses
\$60,595

Management
& General
Expenses
\$240,783



These numbers reflect the 2016-2017 audited financial statements of the Junior League of San Francisco which comprise the financial position as of May 31, 2017, and the related statements of activities, functional expenses and cash flows for the year. The JLSF is tax exempt under Section 501(c)(3) of the Internal Revenue Code.

THANK YOU TO OUR GENEROUS 2017-2018 DONORS

As a volunteer-based organization, our work in the San Francisco community would not be possible without the support of those who share our commitment to volunteerism. Thank you to our individual and corporate donors who have allowed us to increase our impact in San Francisco through their contributions.
You make our work in the community possible!

Matching Gift Donations and Volunteer Grants

Bank of America
Charles Schwab
Chevron
Deloitte
Dropbox
Gap, Inc.
Genentech
Google
Omidyar Network Fund
Salesforce.org
UBS Community Affairs
Visa
Walmart.com
Workday

Annual Fund Gifts

Visionary Donor (\$1,000 and Above)

Dana Emery
Margaret Hearst
Josephine Schuman

Benefactor Donor (\$500-\$999)

Jennifer Johnston
Gwendolyn Price

Patron Donor (\$250-\$499)

Ana Dierkhising
Alana Leigh

Foundation Donor (\$100-\$249)

Eva Auchincloss
AmazonSmile
E. Gretchen Brandt de Baubigny
Jennifer Bell
Diane Blackman
Sindy Craig
Heather Cotanch
Elizabeth Dooley
Ruth Haynes
Katherine Garlinghouse
Janet Hart
Judy Jorgensen
Kathryn Kennedy
Dana Marie Knapp
Laura McKee
Minted
Tuong Vy Nguyen
Nikol Plass
Eve Wertsch

Friend Donor (\$1-\$99)

Abena Antwi
Erin Badillo
Kara Baker
Kelly Berg
Amy Bivens
Nicole Bonar
Sarah Brown

continued

Morgan Byce
Alexis Carmona
Elise Chapman
Kathryn Chinn
Lauren Cohen
Katie Colendich
Deb Corporandy
Katherine Costa
Vivian Costello
Heather Cotanch
Sonnet Daymont
Gina D'Angelo
Hilary Desrosiers
Ann Dey
Caitlin Durham
Britt Eason
Michelle Edmunds
Zora Edwards
Julie Eklund
Lisa Essa
Joy Fazzone
Katharine Feidler
Stacey Fleece
Jill Flynn
Helene Frakes
Heather Goodman
Ann Gordon
Tara Hagan
Virginia Hall
Katherine Hicks
Miranda Huang
Mickey Hubbell
Kirby Hutton
Marjorie Lander Hynes
Dee Iacopelli
Michelle Isherwood
Kalpi Kadaba
Linda Kelly

2017-2018 DONORS (continued)

Friend Donor (\$1-\$99) continued

Hilary King
Sue Kuehn
Kris Kolassa
Sharon Lai
Helen Law
Elizabeth Leep
Ramsay Leimenstoll
Whitney Lewis
Emma Lundberg
Sierra Luther
Marcia MacArthur
Carol Maerzke
Danette Magilligan
Martha Eyre McDaniel
Allyn McInerney
Jana McIntosh
Eleni Miachika
Susan Mielke
Katharine Moore
Kristen Murdock
Mary Murphy
Monica Muzzin
Melody Noel
Deborah Obendorf
Julie Ohara Stewart
Alyssa Oldani
Jane Oppenheimer Blatteis
Isabelle Ord
Marie Luise Otto
Kathleene Paul
Anne Perkins
Renata Phillipi
Lynn Poole
Brenna Pringle
Lorene Quist

continued

Katherine Ragusa
Kate Gundlach Roberts
Catherine Ronneberg
Amanda Roth
Andrea Saenz
Kaila Sanford
Jennie Scholick
Marina Simenstad
Rosalind Solon-Morris
Melissa Subbotin
Megan Synnestvedt
Vivian Tero
Hilary Toms
BeBe Trinker
Renee Tucei
Michele Turton
Briana Voss
Andrea Wagner
Lynn Warneka
Sarah Warner
andi Wilkie
Mary Wilson
Ying Wu
Kathryn Zagoria
Mary Zellerbach
Taylor Zisman

Endowment Gifts

Visionary Donor (\$1,000 and Above)

Beppie Weintz Cerf
Margaret Hearst
Edward and Courtney Rice

Benefactor Donor (\$500-\$999)

Dana Emery
The Rock Foundation
Toni Rembe

Foundation Donor (\$100-\$249)

Lukas Blakk
Sarah Brown
Cappie Alverson-Fay
Joyce Miller

Friend Donor (\$1-\$99)

Laine Buckingham
Gina D'Angelo
Sonnet Daymont
Michelle Edmunds
Jacqueline Erdman
Katherine Garlinghouse
Cecilia Hoover
Hilary King
Julia Kniesche
Jana McIntosh
Melody Noel
Ilia Salomone-Smith
Carol Ann Rogers
Mary Zellerbach

Event Sponsors

Events by Collette
First Republic Bank
Greene & Grey
Home Sweet Home Senior Care
Jennifer Rosdail Real Estate Sales
Ladder Life Insurance
Nannies by the Bay
Pacific Gas and Electric Company
The Institute for Families and Nannies
The Sequoia Village Schoolhouse



HOW YOU CAN TRANSFORM THE COMMUNITY

JOIN

Any woman age 18 and over can make an impact and gain invaluable training through membership in JLSF.



DONATE

Help fund the JLSF mission by making a donation to the Annual Fund or Endowment Fund.
www.jlsf.org/donate



SUPPORT

Participate in JLSF fundraisers:
Home Tour, Holiday Faire, March
Madness Kickoff Party,
Touch-A-Truck®, and WATCH.



PARTNER

Join forces with the JLSF to positively affect San Francisco.





The Junior League of San Francisco, Inc.

2226A Fillmore St.
San Francisco, CA 94115

 (415) 775-4100

 www.jlsf.org

 HQ@jlsf.org

 JuniorLeagueSF

 @JuniorLeagueSF

 @JuniorLeagueSF

 Junior League of San Francisco

2017-2018 Annual Report (June - May)

*Design and Layout: Vivian Wang | Editorial: Lauren Cohen | Edits: Erin Forbes,
JLSF Development Manager | Fund Development Committee Chair: Miranda Huang*

Photo Credits

*Cover Photo: Shelah Osbrink | Select Photos: Agency Moanalani Jeffrey, Kelly Sullivan |
All other photos: Junior League of San Francisco volunteers*