

A photograph of a dandelion plant with several yellow flowers and green leaves growing out of a crack in a grey asphalt surface. The background is a clear blue sky with light, wispy clouds. The image is framed by a thin grey border.

PERSIST &  
SUCCEED



2020 ANNUAL REPORT

# YEAR IN REVIEW

**STUDENTS  
AWARDED:**

1,814



**APPLICATIONS  
REVIEWED:**

3,307

**SCHOLARSHIPS AWARDED:**  
**\$6 MILLION**

**AVERAGE SCHOLARSHIP  
FOR GRAD STUDENTS:**

**\$5,873**

**AVERAGE SCHOLARSHIP  
FOR MEDICAL STUDENTS:**

**\$17,375**

**AVERAGE SCHOLARSHIP  
FOR UNDERGRADS AT  
TWO-YEAR SCHOOLS:**

**\$1,506**



**AVERAGE SCHOLARSHIP  
FOR UNDERGRADS AT  
FOUR-YEAR SCHOOLS:**

**\$3,311**

**RECIPIENTS WHO ARE  
FIRST IN FAMILY  
TO ATTEND COLLEGE:**

**49%**



**RECIPIENTS WHO RECEIVE  
NO FINANCIAL ASSISTANCE  
FROM THEIR FAMILIES:**

**26%**

**INDIVIDUALS SERVED THROUGH  
WORKSHOPS & ADVISING APPOINTMENTS:**

**20,000+**

**ELIGIBLE STUDENTS  
DENIED FUNDING:**

**1,036**

## DEAR FRIENDS,

Crises often bring out the best in people and communities, a truism much in evidence this year. Time and again we have seen individuals and organizations respond with admirable courage in the face of unprecedented challenges.

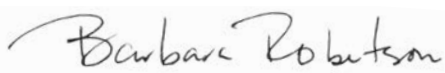
The Scholarship Foundation of Santa Barbara is similarly resolute. Though we have made programming concessions in recent months — canceling our spring events and suspending applicant interviews — we will fund more than \$6 million in scholarships this year, and remain committed to supporting the educational aspirations of students and families throughout Santa Barbara County.

The economic upheaval roiling communities nationwide has brought an inescapable fact of modern life into sharp focus: College graduates have a distinct advantage in the labor market. While college degree attainment has long been associated with a host of desirable life outcomes, including greater affluence and longevity, recent employment data have affirmed something else: Those with college degrees generally enjoy enhanced job security.

The Scholarship Foundation was founded on the belief that a college education has the power to transform individual lives. But more is at stake. If we have learned anything from the current public health crisis, it is that expertise across a broad range of fields is essential to solving complex global problems. Education is the wellspring of such expertise, and we are proud of our role in facilitating postsecondary studies for generations of professionals, including doctors, nurses, and other healthcare workers.

Please join us in this increasingly important work. A reminder: The Scholarship Foundation does not charge fees to manage the funds entrusted to us by our community partners, and each dollar donated for scholarships benefits Santa Barbara County students.

Wishing our neighbors throughout the region wellness and peace. Thank you for supporting the Scholarship Foundation of Santa Barbara.



**Barbara Robertson**  
*President & CEO*



**Christie Glanville**  
*Board Chair*

## Mission Statement

The Scholarship Foundation of Santa Barbara inspires, encourages, and supports Santa Barbara County students to and through college, graduate, and vocational school by providing information, advising, and scholarships.

# WHAT WE DO



The Scholarship Foundation of Santa Barbara helps Santa Barbara County students access postsecondary education through scholarships and financial aid counseling.

Eligible students can receive five years of undergraduate funding and four years of medical/graduate-level funding. The primary criteria for award selection are financial need, academic potential, and motivation.

Our scholarships are funded by support from more than 1,200 individuals, foundations, corporations, and community organizations. We currently manage 504 scholarship funds.

The Scholarship Foundation accepts donations of all sizes. Please contact us to learn how you can help support local students.

Throughout the year, our Program Advisors assist students with scholarship applications, help decipher federal and state financial aid forms, and explain financial aid award letters and loan programs — all free of charge. We reach tens of thousands of people through this program and related presentations and workshops each year. Financial aid advising appointments are available for students and their families in Santa Maria and Santa Barbara, with bilingual staff.

## PROGRAM IMPACT

**\$130 MILLION**  
IN SCHOLARSHIPS

**53,000**  
COUNTY STUDENTS

**58 YEARS**

## Why It Matters

**\$30,000**

Average loan balance  
among college grads

**\$1.6 trillion**

Student loan debt held  
by Americans

## INVEST IN LOCAL STUDENTS

- Provide unrestricted support — your gift will be used where it is most needed
- Support financial aid advising
- Fund an annual scholarship
- Establish a permanent endowed fund
- Create a legacy gift through the Scholars Circle

**One-hundred percent of contributions to scholarship funds goes directly to students. The Scholarship Foundation does not charge a fee to manage scholarship funds.**



# A YEAR LIKE NO OTHER

Like countless other organizations nationwide, the Scholarship Foundation of Santa Barbara has adjusted its operation in response to the coronavirus pandemic and associated public health orders.

In addition to canceling its annual spring awards ceremonies and the 2020 South Coast Business & Technology Awards celebration, the Scholarship Foundation curtailed in-person interviews of first-time applicants. Foundation staff and volunteers conducted just 700 such interviews this year, compared to 1,452 in 2019.

Barring a dramatic change in circumstances, interviews will be conducted exclusively online throughout the coming application review cycle.

One thing has not changed: our core work of awarding scholarships and providing financial aid counseling. The Scholarship Foundation awarded just over **\$6 million to 1,814 Santa Barbara County students** in May, and Foundation Programs staff have counseled hundreds of individuals countywide via virtual advising sessions since April.



*This year's south county awards ceremony at the Courthouse Sunken Garden was canceled. At left, the 2019 ceremony.*

## In Very Select Company

The Scholarship Foundation has again received top honors from two national charity-monitoring services.

In August, the Foundation received its eighth consecutive four-star rating from nonprofit evaluator Charity Navigator. The rating — Charity Navigator's highest — indicates superior financial efficiency and transparency in Scholarship Foundation operations. The Foundation has received 17 four-star ratings in 18 years.



“Attaining a four-star rating verifies that the Scholarship Foundation of Santa

Barbara exceeds industry standards and outperforms most charities in your area of work,” noted Charity Navigator President and CEO Michael Thatcher in a statement. “Only 5 percent of the charities we evaluate have received at least eight consecutive four-star

evaluations, indicating that the Scholarship Foundation of Santa Barbara outperforms most other charities in America.”

Also in August, the Scholarship Foundation received a 2020 Platinum Seal of Transparency from GuideStar, a leading aggregator of nonprofit information. The Platinum Seal is GuideStar's highest level of recognition, signifying exceptional openness in reporting institutional finances and performance.



“The Scholarship Foundation is in select company, as few local nonprofits have received both honors. This organization has long been committed to operational excellence, and we are proud to be recognized by both GuideStar and Charity Navigator,” said Foundation President and CEO Barbara Robertson.

# SUCCESS STORY



For **EVAN SHERMAN**, art is about more than colors and shapes on a canvas.

“I approach my artwork as a means to provoke conversation and thought,” he said. “Through art, I am able to contribute to larger dialogs in a language that is accessible and universal. At its most fundamental, I view art as visual storytelling.”

The winner of both the Adam Bertolet Art Scholarship and the Schall

Family Best of Show Prize in this year’s art scholarship competition, Evan is currently a freshman at the Rhode Island School of Design in Providence, where he is majoring in painting, with a concentration in Nature-Culture-Sustainability Studies.

Environmental degradation and the need for meaningful corrective action are recurring themes in his work. In fact, such messaging dominated his art scholarship portfolio. One submitted painting, a strikingly vivid depiction of an offshore drilling rig, was inspired by the massive 1969 oil spill that befouled Santa Barbara’s coastline and gave rise to the international environmental movement.

“I have always found inspiration in the ocean,” said Evan, who attended Santa Barbara High School’s Visual Arts and Design Academy. “I enjoy the challenge of capturing the ephemeral nature of moving water in the permanence of paint.”

Though he prefers oil and occasionally acrylic paint, Evan likes to experiment with glass, wood, and unique surfaces such as reclaimed windows. He aspires to be a gallery artist.

“Times of change are accompanied by societal moments of reflection and the processing of new insights. I see art as a pathway to imbue these insights with lasting meaning,” he said. “I want to build my visual vocabulary and create a unique artistic identity.”

## Profile in Philanthropy

**MARYAN SCHALL** turned 90 years young on September 10, and to mark the milestone occasion a steady stream of well-wishers took part in a drive-by celebration at Casa Dorinda.

A Santa Barbara fixture since 1986, Maryan often inspires displays of affection, particularly at the Scholarship Foundation of Santa Barbara. Maryan served on the Scholarship Foundation Board of Directors for 22 years and is now a member of the Foundation’s Honorary Board.

Moreover, she has given generously in support of the Foundation’s work, as did her late husband, Dick. In fact, Dick surprised Maryan with a \$1 million gift to the Foundation on her 80th birthday. The Schall Family Best in Show prize mentioned above is one result of their largesse.

Age has done nothing to diminish her enthusiasm for the organization.

“To my mind, education is a critical ingredient of a good life, and the Scholarship Foundation supports that concept beautifully,” said Maryan. “The Foundation is an agent of positive change. By providing scholarship funding, it makes it possible for recipients

to realize higher education goals — which, in turn, opens doors to broader life skills, understanding, and employment. With such outcomes, the Foundation is certainly an admirable organization, worthy of support!”

### HAPPY BIRTHDAY, MARYAN!



*Dick and Maryan Schall*



# SUCCESS STORY

At first, the coronavirus pandemic terrified **ANDREA DELGADO**. Then it strengthened her resolve to become a physician.

“I felt intimidated by the pandemic in those early spring months. It was a little scary,” said Andrea, a second-year student at Boston University School of Medicine. “In time it re-motivated me, though. I gained a new appreciation for the Hippocratic Oath and the fact that I was studying to help in times of crisis.”

A native Carpinterian, Andrea became just the third person in the 100-year history of Carpinteria High School to attend Harvard University, graduating cum laude with a bachelor’s degree in the history of science. She received support from the Scholarship Foundation her freshman year, and a full-ride scholarship from Harvard the rest of the way.

Though she considered several career paths as a high school student, including working as a pastry chef or scuba diver, once she settled on pre-med she made plans to pause her studies after Harvard.

“For two years out of Harvard I was a bilingual research assistant on a comparative effectiveness trial for maternal depression, primarily working with low-income women of color I identified with,” she said. “The experience showed me that there is a tremendous need for diversity in the medical workforce. As we’ve seen throughout the pandemic, communication and trust are the keys to care. I want to pave the way for others.”



Andrea is unsure of a practice specialty at this point. This much she does know: The Scholarship Foundation of Santa Barbara has been an invaluable partner in her medical education.

“Never in my wildest dreams did I think I would receive this level of support for medical school,” she said. “I’ve been able to reduce my loans by a third as a result, and now have greater peace of mind. I am very grateful.”



When public health developments took an especially ominous turn in March, one local company sprang into action. **HARDY DIAGNOSTICS**, a Santa Maria-based medical-device manufacturer, hasn’t let up since.

“Over the last six months, Hardy Diagnostics has been working six days a week, two or three shifts per day, to produce Viral Transport Media kits for the collection and transport of viral specimens,” said Vice President Christopher Catani. “In addition, as a laboratory supplier we continue to provide AloeSafe hand sanitizers, N95 masks, face shields, and gloves to protect healthcare workers.”

Helping out in the community is nothing new to Hardy Diagnostics. Seven years ago, company founder Jay Hardy established the Hardy Family Scholarship Fund with his late wife, Anne. Administered by the Scholarship Foundation of Santa Barbara, the fund has awarded \$300,000 in scholarships to Santa Maria-area students. The Scholarship Foundation honored Jay and Anne with an Ambassador Award in 2015.

According to Mr. Catani, the couple’s philanthropic outreach is of a piece with the company’s efforts this year.

“Hardy Diagnostics has been serving the healthcare industry since 1980 and is proud to be part of the healthcare response to the COVID-19 pandemic,” he said.

# LEGACY GIVING

## THE SCHOLARS CIRCLE

The Scholars Circle recognizes the thoughtful individuals who have included the Scholarship Foundation in their estate plans. We gratefully acknowledge their extraordinary commitment to providing generations of Santa Barbara County students with the opportunity to pursue a postsecondary education.

To learn more about the Scholars Circle or planned giving opportunities, contact Donor Relations Manager Nicole Jones at (805) 687-6065 or [njones@sbscholarship.org](mailto:njones@sbscholarship.org).

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## Legal and Financial Advisors Reception

Scholarship Foundation alumnus **MACK CARLSON** (pictured with Foundation President and CEO Barbara Robertson) was the featured speaker at a reception for area legal and financial advisors held March 4 at Jamie Slone Wines in Santa Barbara.

A 2015-17 George A. Cavalletto Law Scholarship recipient, Mack is now an associate at Brownstein Hyatt Farber Schreck, where he focuses on water, land use, and environmental law.

“Support from the Scholarship Foundation enabled me to pursue valuable, unpaid internship opportunities during summer breaks, instead of working, and to graduate with zero debt,” he said. “Unlike many of my fellow law school graduates, who were forced to sign on with firms in big cities to pay off their student loans, I was able to return to Santa Barbara and join a firm whose practice suits my interests. This would not have been possible without the Scholarship Foundation of Santa Barbara.”

Attendees, who included representatives from almost 30 legal and financial firms, were encouraged to remember the Scholarship Foundation when they plan their own charitable giving, and that they be mindful of the Foundation as they help their clients fulfill their philanthropic ambitions.





# 26<sup>TH</sup> ANNUAL SCBT AWARDS

This year's **SOUTH COAST BUSINESS & TECHNOLOGY** (SCBT) Awards ceremony, which was scheduled to take place June 11 at the Hilton Santa Barbara Beachfront Resort, was canceled on account of pandemic lockdown orders. Nevertheless, many of the organizations listed below have generously donated their 2020 SCBT sponsorships to the South Coast Business & Technology Scholarship Fund, which is administered by the Scholarship Foundation of Santa Barbara. Eighty-four Santa Barbara County students received a total of \$225,000 from the fund this year.

Moreover, the 2020 SCBT Awards remain in effect. This year's awardees are:

James Rogers (Entrepreneur of the Year)

Direct Relief (Excellence in Service)

Bragg Live Food Products (Company of the Year)

Sherry Villanueva (Executive of the Year)

Bill Parrish (Pioneer Award)

Final Straw, Nomad Goods, and Well Health (Rising Stars)

Each of these organizations and individuals will be recognized at next year's event.

Long regarded as the county's premier networking event, the annual SCBT Awards ceremony celebrates innovation, leadership,



and success in the area's business and technology sectors. Since 2001, proceeds have benefited the South Coast Business & Technology Scholarship Fund. Some 950 county students have cumulatively received nearly \$2.5 million from the fund.

We are especially grateful for the efforts of the 2020 SCBT Steering Committee, chaired by Janet Garufis of Montecito Bank & Trust and Kirsten McLaughlin of Cox Communications.

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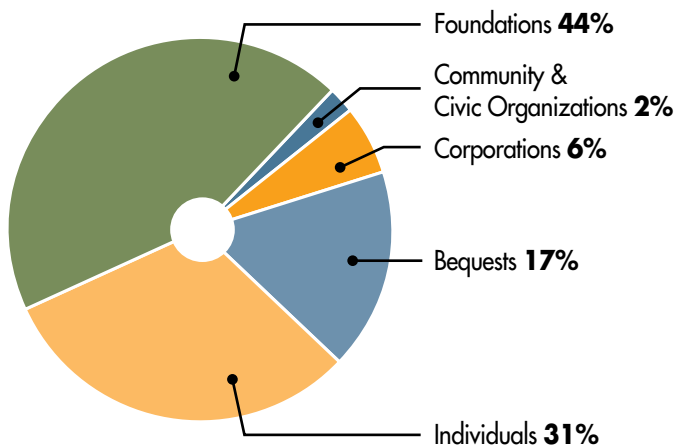
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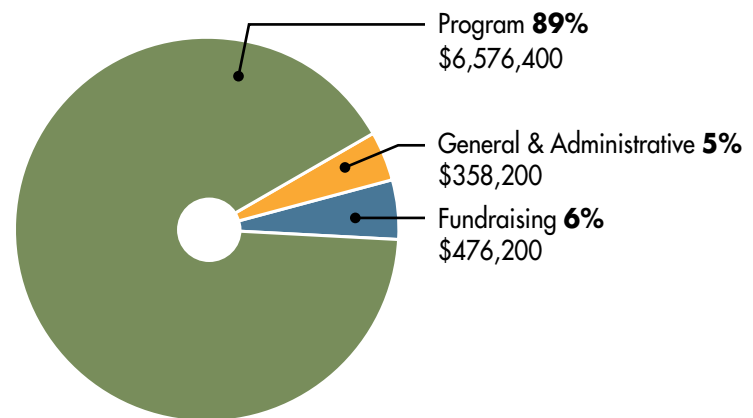
# FINANCIAL HIGHLIGHTS

## 2019-20 Support & Revenue

by Funding Source



## 2019-20 Functional Expenses



## Statement of Financial Position

As of June 30, 2020

### ASSETS

Cash and cash equivalents
Pledges receivable
Investments
Property and equipment, net
Other assets
<b>Total Assets</b>

\$	7,848,900
	1,814,400
	48,582,200
	40,400
	386,500
<b>\$</b>	<b>58,672,400</b>

### LIABILITIES AND NET ASSETS

#### LIABILITIES

Accounts payable and accrued expenses
Note payable
Scholarship awards payable, net
<b>Total Liabilities</b>

\$	109,500
	242,500
	5,357,100
	<b>5,709,100</b>

#### NET ASSETS

Without donor restrictions
With donor restrictions
<b>Total Net Assets</b>

	5,640,800
	47,322,500
	<b>52,963,300</b>

### TOTAL LIABILITIES & NET ASSETS

<b>\$</b>	<b>58,672,400</b>
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This is an unaudited financial statement. For a copy of the Scholarship Foundation of Santa Barbara's audited financial statements, please check our website after January 1, 2021, or call (805) 687-6065.

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We thank the following donors for their generosity and support of Santa Barbara County students between July 1, 2019, and June 30, 2020.

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## Board News

**RICHARD (DICK) WELCH**, who served as board president of the Scholarship Foundation from 1971 to 1973, died January 1 at Samarkand Skilled Nursing Facility. A Santa Barbara native, Dick attended Occidental College and UCLA School of Business before joining his family's mortuary business, now known as Welch-Ryce-Haider. He went on to become a senior executive at Santa Barbara Bank & Trust. Dick also served as a board member for Cottage Health and the Cancer Foundation of Santa Barbara, and among other honors was named Man of the Year by the Santa Barbara Foundation in 2007.



*J. Taylor Woodward and wife Barbara Hauter at last year's Community Leaders Luncheon*

**J. TAYLOR WOODWARD III** died on April 23 from peripheral T-cell lymphoma. A graduate of Princeton University and Harvard Law School, Taylor served as international counsel and corporate secretary of Johnson & Johnson before retiring. He joined the Scholarship Foundation Board of Directors in 2008, serving on the Finance, Programs, Executive, and Human Resources committees. A Santa Barbara resident since 1994, Taylor also served as a board member for SEE International and the Channel Islands YMCA, and was an official with the Southern California Golf Association (SCGA). In 2016, he received the Jim House Award, the SCGA's highest volunteer honor. The Scholarship Foundation has received an outpouring of donations in Taylor's memory.

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Utpal K. Goswami	Kevin Walthers
John Illgen	Henry T. Yang
Patti Jacquemain	



## OUR STORY

The Scholarship Foundation of Santa Barbara has been helping area students attend college or vocational school for nearly six decades, and will formally mark its 60th anniversary with a community celebration in 2022.

Founded as the Santa Barbara Scholarship Foundation in 1962, the organization granted its first scholarships – nine \$100 book awards – in the summer of 1963. By the end of the decade, it had given away 1,000 scholarships.

Today, the Foundation is the nation's largest community-based provider of college scholarships, having cumulatively awarded nearly \$130 million to more than 53,000 county students since its founding. The organization began providing free financial aid counseling in 1975, and was renamed the Scholarship Foundation of Santa Barbara in 1993.



### **SCHOLARSHIP FOUNDATION *of* SANTA BARBARA**

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