Inspire
Encourage
Support
DEAR FRIENDS,

For 54 years, the Scholarship Foundation of Santa Barbara has supported local students and their pursuit of higher education. We have successfully done this in partnership with you, our valued donors, volunteers, and community partners.

While not always immediately obvious, there is a real and growing need for our scholarship and financial aid advising services in Santa Barbara County. The average family income for a Scholarship Foundation undergraduate recipient is $60,000. Twenty-eight percent of our recipients live below Federal Poverty Guidelines and almost two-thirds of our recipients are from families with incomes deemed very low, low, or moderate by the Department of Health and Human Services. As the cost of tuition continues to outpace inflation, these students need our help to earn college degrees and break the cycle of poverty for themselves and their families.

This year, thanks to generous supporters like you, we provided scholarships to 3,019 students who are pursuing diverse degrees and careers – engineering, art, agriculture, nursing, and more. In total, we distributed a record $8.76 million. Unfortunately, we continue to turn away hundreds of deserving students due to lack of funds. That is why we provide free financial aid trainings, workshops, and one-on-one advising so that students learn how to secure other sources of financial support. In 2016, we helped our scholarship recipients obtain an additional $45 million in aid from federal, state, and institutional sources.

In this report, you will be introduced to a few of our students. Although they come from different areas of the county and backgrounds, they share the common characteristics of being hard-working, determined, and deeply appreciative of your support. They are why we celebrate a truly tremendous year and why we remain committed to helping even more students in 2017.

Thank you for being a part of our community. We hope you will see in the following pages how your support has created new opportunities and transformed lives…one scholarship at a time.

Candace Winkler
PRESIDENT & CEO

Barrett O’Gorman
BOARD CHAIR
STUDENT STORIES

"THERE'S A POPULATION who don’t get certain opportunities—maybe they work, maybe they have a family and they can’t focus on their education,” stated Juan Zepeda, a former Scholarship Foundation recipient. “We want to help that population because we were that population.”

Meet the Four Ingenieros, former Santa Barbara City College STEM students who started a local chapter of the Society for Hispanic Professional Engineers (SHPE), and didn’t stop there.

Juan and his friends—Noe Gonzalez and Luis Miguel Garfias, also our alumni, and Neftali Aguilera—bonded during their time as officers of the SHPE chapter, and stayed connected even after they transferred to other colleges to complete their bachelors’ degrees. After graduation, they formed the Four Ingenieros Foundation to find engineering internships for STEM students of color. “Rarely did I hear people suggest, ‘You should be an engineer,’” Juan remembered. “A lot of these students need to be inspired.”

Both Juan and Noe recognize how support from the Scholarship Foundation helped them work less and study more, and for Noe in particular, that boosted his GPA significantly. Those experiences prompted them to want to help the next generation of engineering students, and pay it forward.

Paying it Forward
The Four Ingenieros

THE SCHOLARSHIP FOUNDATION has supported several generations of Santa Barbara County families over the years. Arthur Ludwig and his daughter, Maya Shoemaker, are one such example.

During the late 1980s, Arthur attended University of California, Berkeley with our support, studying integrated, ecological systems design. Over the last 35 years, Arthur has shared his expertise with Santa Barbara through Oasis Design, a natural fit for our water-deprived county.

Maya went a bit farther from home, to Evergreen State College in Washington, and majored in Environmental Studies. Currently, Maya works at the Wilderness Youth Project, a local organization dedicated to teaching the next generation to be good stewards of our planet.

As a small business owner, Arthur is worried about being able to pay young employees enough to both eat and repay their loans.

He is also worried about graduates turning away from their ideal careers and taking higher-paid positions as the only way to pay back their student loans.

"There’s only one thing a person can do with student debt,” explained Arthur. “Just toil away until it’s paid off.”

Maya considers herself fortunate that her Orfalea Scholarship allowed her to focus on her degree and graduate in 2013 without debt. "If I had had more debt, there’s no way I would have been able to do the things I’ve done,” she admitted. Maya extended her education by volunteering across Europe and Asia for a year.

After her travels, Maya’s lack of student debt made her job at the Wilderness Youth project possible—a job that she says doesn’t provide a huge paycheck but “nourishes me.”

Both father and daughter are committed to keeping their community—and the planet—sustainable. And they attribute their ability to do so to their education, and the Scholarship Foundation’s support. "I feel lucky I can make this choice,” Maya observed. "I’m very grateful.”

OUR COLLECTIVE IMPACT

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<tr>
<th>Year</th>
<th>Students</th>
<th>Scholarship $ Awarded</th>
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<tr>
<td>2016</td>
<td>3,939</td>
<td>$8,761,739</td>
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</tbody>
</table>

WWW.SBSCHOLARSHIP.ORG
IN OCTOBER 2015, the Scholarship Foundation launched our first community fund, the Lompoc Valley Community Scholarship, during a reception at the Longoria Winery. The fund allows members of the Lompoc community to direct their support to scholarships specifically for local students.

FOLLOWING OUR ANNUAL North County and South County Awards Ceremonies, the Scholarship Foundation hosted events to thank our many donors and volunteers. We held our North County Reception at the Santa Maria Country Club, and our South County Annual Dinner at the Santa Barbara Historical Museum. At each event, students spoke of how scholarships made a difference in their lives.

IN DECEMBER, the Community Leaders Luncheon featured our new President & CEO, Candace Winkler, who shared the reasons education has been important in her life. We also celebrated the Orfalea Foundation and its contributions to helping students achieve their educational goals.

AT THE 37TH ANNUAL Art Scholarship Competition in January, 21 high school seniors were awarded scholarships to pursue art-related majors in college. The students presented their work one week later at a reception, where families, friends, and many generous art patrons celebrated their art and achievements.

Photos, top left: Michael Carroll, Bruce Coggin, board member Christie Glanville. Top right: Catherine Brozowski, Orfalea Foundation; Barrett O’Gorman, Board Chair; Candace Winkler, President & CEO and Community Leader Speaker; Elena Georgieva, student speaker; and Lois Mitchell, formerly of Orfalea Foundation. Bottom left: Sandy Power with scholarship recipient Diego Hernandez Ramirez. Bottom right: Tatiana Cruz, recipient of the Lorna Hedges Art Scholarship.

First Generation Ambassador
Yesenia Aldapa

“THERE ARE MANY SLEEPLESS NIGHTS and stressful days, but I know my degree will be worth it.” Yesenia Aldapa, recipient of the Casa Dorinda Scholarship, looks forward to next summer, when she will finish her psychology degree at California State University, Northridge.

Yesenia transferred from Santa Barbara City College, where she earned three associate degrees in just two years. As she enters her final year of school, she’s helping others achieve their dreams of higher education by working as a University Ambassador for the Student Outreach department.

“I feel like this is what I’m meant to be doing,” explained Yesenia. She is excited to share with future first-generation college students about the great programs and opportunities available to help them, like the Scholarship Foundation.

“The foundation didn’t just give me money; you were incredibly supportive,” Yesenia remembered. One of the Scholarship Foundation’s Program Advisors called her every semester to ask about her classes, and offer assistance and encouragement. “I’m going to remember that for the rest of my life. Your support has given me the wings I needed to fly.”

Service to the Community
Andrew Myers

VOLUNTEER TUTOR.
Eagle Scout. Captain of the varsity tennis team. President of the St. Joseph High School underwater robotics team. And that’s not all—Andrew Myers consistently ranked as one of the top three students in his school every term.

When Andrew initially considered going to college, his first thought was how he would pay for it. Andrew received the Floro Scholarship, a legacy gift from Gwendolyn Floro through the Santa Barbara Foundation, which requires the recipient to complete at least 200 hours of community service.

“For me, community service wasn’t about recognition,” explained Andrew. “It was a way to develop leadership skills and help people. I saw how my actions affected them personally.”

Andrew will continue helping people as a biomedical engineer major at Cal Poly, San Luis Obispo. He’s on a fast track to his chosen career, robotic prosthetics.

Because of the scholarship, Andrew hasn’t had to take on student loans, and without that stress, he’ll be focusing solely on his education.

“Receiving the scholarship wasn’t just about the money,” he emphasized. “It was an honor. I was proud to see that my accomplishments meant something.”

Yesenia Aldapa (center) with sister Adilene (right) and father Ruden (left).

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Yesenia Aldapa (center) with sister Adilene (right) and father Ruden (left).
Volunteer Spotlight

Kay Casey

Kay Casey is no stranger to giving her time to support her community. In addition to volunteering for the Scholarship Foundation, she was active in the PTA during her daughter’s school years. Kay has always felt strongly about the importance of education.

KAY STARTED VOLUNTEERING for the Scholarship Foundation after her daughter graduated and went off to college. She interviewed new student applicants each spring. During a volunteer appreciation luncheon, Kay decided to join the North County Advisory Committee (NCAC). When the Lompoc Valley Committee was formed this spring, Kay volunteered to be its first chair.

“It’s a special place,” remarked Kay about Lompoc, the city she’s lived in and loved for 38 years. “There’s a real community spirit here.”

That community spirit was evident last fall, when locals gathered to launch the Lompoc Valley Community Fund. The first of its kind for the Scholarship Foundation, the fund was inspired by the community’s desire to pool local resources to support their students.

In fact, in just eight months, the Lompoc Valley Community Fund had received enough donations to award two scholarships last May. But Kay is looking to the future. “Lompoc has a reputation for being extremely generous,” she said. “The committee is excited to host a second local event and expand the support for this fund.”

Program Highlights

Outreach & Financial Aid Advising
Throughout the year, our Program Advisors offer assistance with scholarship applications, complex federal and state financial aid forms, understanding financial aid award letters, and managing student aid—free of charge to every student in Santa Barbara County. In 2016, over 36,500 people were reached through this program. Students who received our scholarships secured an additional $45 million in federal, state, and institutional aid.

The College Scholars Academy
Now in its third year, the College Scholars Academy is focused exclusively on building the college awareness and personal confidence of young men of color. During the program, 12 students have met with our Program Advisors to explore topics such as college fit, career readiness, and leadership skills. In addition, they toured several college campuses and, in their final year, they will begin submitting college applications. We are proud to share that all of the participants are planning to attend college.

Student Retention & College Completion
First generation and other underserved students have lower college enrollment rates and higher dropout rates than their peers. This year through the Scholarship Foundation’s Achieve program at Santa Barbara City College and Allan Hancock College, over 350 students received one-on-one mentoring, attended a monthly support group, and were connected to campus resources. Achieve is helping improve the retention and transfer rates for lower-income students.

Scholarship Awards Ceremonies
This May we celebrated 3,019 scholarship recipients at our annual Awards Ceremonies. Our South County students were honored at the Santa Barbara Courthouse’s Sunken Gardens, and the North County students at Santa Maria’s First Christian Church. At both events, hundreds of recipients walked across the stage and had the opportunity to thank the generous donors who provided their funding.

Photos (left to right): Program Advisors José Olvera and Liliana Cardenas at Allan Hancock College’s Santa Maria campus; The Hernandez family is all smiles at the North County Awards Ceremony.
MR. TOWBES’ COMMITMENT to higher education and long-standing support of the Scholarship Foundation are unparalleled. In 1962, Mr. Towbes joined the Scholarship Foundation’s first board of directors and in the first three years of his tenure, along with legendary board member and first executive director Carolyn Ferguson, he interviewed over 100 local students. He remains an Honorary Board Member to this day and continues to support the Scholarship Foundation through two funds: the Towbes Foundation Honors Scholarship and the Gail Towbes Community Service Award. Gail Towbes, Mr. Towbes’ first wife, who passed away in 1996, joined the board in 1975 and eventually volunteered for the position of the Scholarship Foundation’s first Director of Development in 1983.

Holding a Bachelor of Science degree in Engineering from Princeton and attended graduate school at MIT, Mr. Towbes believes that helping the next generation is a great way to show appreciation for his own educational opportunities. The Towbes Foundation Honors Scholarship supports high-performing students and is one of the Scholarship Foundation’s few multi-year scholarships. Students can apply for renewed support for up to four years, as long as they maintain good grades. When asked why he created a four-year scholarship, Mr. Towbes explained, “It’s important that students don’t feel limited by finances and have a scholarship they can rely on throughout their college career.”

For over 50 years, Mr. Towbes has been a pillar of the Santa Barbara community, both in business and philanthropy. He is the founder and chairman of the board of The Towbes Group and Montecito Bank & Trust. Mr. Towbes and his wife, Anne, are known for their dedication to local nonprofits. They have served on many boards and were named, at different times, Santa Barbara’s Man and Woman of the Year.

Despite his many commitments, Mr. Towbes takes time to meet with his scholarship recipients. Since 1982, Mr. Towbes meets for lunch every year with his current Honors Scholarship recipients. The thank you letters from students reflect how touched they are by Mr. Towbes’ interest in them. As student Connie Wang noted, “A unique part of the Towbes Foundation Honors Scholarship is that you get to build a personal relationship with Mr. Towbes and get to know him as a person, not just a donor.”

While Mr. Towbes encourages the students to keep in contact with him, perhaps over lunch or coffee or through a casual, written update, he makes a point of not infringing on their lives. “I know they’re off doing important things,” Mr. Towbes said. “But I make it clear that I’m available to them.”

So far, the Towbes Foundation Honors Scholarship fund has supported 31 students. He remains in contact with many of those students, including the first person who received the scholarship—she’s currently a teacher at San Marcos High School. Another former recipient he follows is Arthur Swalley, a Scholarship Foundation board member and the current president of the Santa Barbara Symphony’s board of directors.

“I’m so pleased I’ve been able to keep in touch with many of the recipients over the years,” Mr. Towbes commented. “And I’m proud of what they’ve accomplished. It’s really quite awesome.”

Connie Wang
Towbes Foundation Honors Scholarship Recipient

“When I applied to college in my senior year at Dos Pueblos High School, Yale was my first choice. I just had my heart set on it,” recalled Connie Wang. “It had always been my dream school.”

But Connie’s dream was far from reality. “The price tag of a Yale education is truly astounding,” Connie commented. The thought of the potential financial burden for her family weighed heavily on her, and she applied to the Scholarship Foundation.

As she was ranked first in her class with a 4.93 grade point average and had extremely high standardized test scores, she was selected for the Towbes Foundation Honors Scholarship. She received the scholarship for all four of her years at Yale.

“I always felt like Mr. Towbes was personally invested in my academic career, my intellectual pursuits, and my life in general,” Connie shared. Mr. Towbes is known for inviting his scholarship recipients out to lunch during their summer breaks, and Connie remembers one in particular. Mr. Towbes included his daughter, a clinical psychologist who works with children and families. “It was so thoughtful, as her profession was a perfect match for my interests.”

Connie graduated from Yale in May, and will take a year off to work as a research fellow to broaden her knowledge of the legal field. But she still plans to follow her heart—public interest law with a focus on children’s rights and disadvantaged youth.

“I would not be the person I am today without the privilege of attending Yale,” Connie concluded. “And I wouldn’t have been able to do that without the support of Mr. Towbes and the Scholarship Foundation.”

“I always felt like Mr. Towbes was personally invested in my academic career, my intellectual pursuits, and my life in general.”
—CONNIE WANG

Edward & Barbara Vernon

Edward “Ed” Vernon and his wife, Barbara, were supporters of the Scholarship Foundation for 31 years. The Scholarship Foundation was saddened by the loss of this generous couple who passed within just days of each other last February.

The Vernons established their first endowed fund in 1998 to further the value and importance of the Scholarship Foundation’s work. In 2014, the Vernons created a second endowed scholarship fund to support students pursuing a career in special education, in honor of their granddaughter Jessica, who has special needs.

Although the couple met in high school, they married in 1947 after Ed returned from his Naval service during WWII. His first job out of college was with General Electric and, after settling in the Santa Barbara area a decade later, he founded Development Associates Controls (D.A.C.) in 1964.

Ed and Barbara enjoyed traveling as well as sailing locally and around the world with friends and family. After he retired in 1996, Ed traveled extensively through Baja, California, and authored several books on the area and other locations in California. The Vernons’ past and enduring support, including a generous gift from their estate, will continue to provide opportunities for students to pursue their academic goals into the future.

In Memoriam Edward & Barbara Vernon
The Scholars Circle acknowledges the extraordinary altruism of individuals who remember the Scholarship Foundation in their estate plans. Some of the most transformative gifts in the organization’s history have come from the bequests of Scholars Circle members, and others who have honored the Scholarship Foundation in this special way.

Chris & Anita Anderson
Joan D. Arnold
Lida Light & Frank Blue
*Don & Sue Burrows
Mr. & Mrs. Ron Busch
*Camuzu Clark
Frank & Pam Cox
Stephen & Joy Frank
Larry & Donna Franks
Erik & Judy Frost
Janet A. Garufis
Louis M. Giuliano, Jr.
John & Christie Glanville
Charles Greene
Naomi Greenstein
Norm & Jane Habermann
Steve & Patsy Hicks
Jim & Shirley Ann Hudley
Eric Hvndall
*Jerry & Jackie Inskeep
Donald & Diane Jackson
Peter & Anna Kokotovic
Donald R. Logan
John & Patty MacFarlane
*Suzanne F. McNeil
George & Sally Mesarlian
Bruce & Kathleen Michael
*Scott & Kathy O’Leary
Ken & Debby Pash
Clayton & Blaine Patino
Helen & Robert Peteler
Sandra Robertson
& Gene George
Rick & Regina Roney
Ken & Jo Saxon
Maryan & Richard Schall
Nancy C. Seid
Jack & Anita Sheen
*Mrs. Eleanor Simpson
Mr. & Mrs. Jay Smith
David & Carolyn Spainhour
*Clifford W. & Juliette Sponsel
M. Greg Stathakis
Dr. Ken & Joyce Stokes
Evelyn E. Sullivan
Arthur & Winnie Swalley
Mary Jo Swalley
Michael Towbes
*Marilyn Van Donge
*Edward & Barbara Vernon
*Russ & Carol Wenzlau
J. Taylor Woodward
David & Susan Yossem
* deceased

To learn more about the Scholars Circle or planned gift opportunities, please contact Raissa Smorol at (805) 687-6065 or rsmorol@sbscholarship.org.

Support & Revenue by Funding Source

Financial Position as of June 30, 2016

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<td>Other assets</td>
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<td><strong>Total Assets</strong></td>
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LIABILITIES AND NET ASSETS:

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TOTAL LIABILITIES AND NET ASSETS: 49,609,615

2015-16 Functional Expenses

- **Program** 4.5%
- **Fundraising** 5.5%
- **General & Administrative** 90%

20 Year Asset Growth

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, 2017 or call (805) 687-6065.
Established in 1995, the South Coast Business & Technology Awards recognize members of the business and technology community who are at the cutting edge of innovation, management, and service.

The Scholarship Foundation has been the recipient of event proceeds since 2001, and 100 percent of the net proceeds fund educational scholarships for local students pursuing business and technology degrees.

The money raised from the South Coast Business & Technology Awards has funded 811 scholarships for a total of over $1.8 million. In 2016 alone, the Awards raised $154,600 in scholarships for Santa Barbara County students.

We want to express our appreciation for Susan Rodriguez and Barbara Limbert who co-chaired the 2016 event, as well as for their great team of volunteers who served on the Steering Committee.

2016 DONORS

Contributors between July 1, 2015 and June 30, 2016

The 22nd Annual South Coast Business & Technology Awards
2016 DONORS

2016 ANNUAL REPORT 16 WWW.SBSCHOLARSHIP.ORG