SAN DIEGO
MESA COLLEGE
FOUNDATION

Fundraising at Mesa College

A Primer & Initial Dialogue

Committee of Chairs | Krista Stellmacher
November 2026










Rooted in Purpose. Grounded in Equity. Growing Together.

Meet Your Resource Development Team



Amanda



Mike



Kiana



Krista



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Comprehensive Campaign









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MESA'S ANNUAL FUNDRAISING

Supports current activities

- ANNUAL APPEAL: SCHOLARSHIPS
- EVENTS
- #MESAGIVINGDAY
- GRANT SEEKING
- RESPONSIVE TO MAJOR DONORS

MESA & THIS CAMPAIGN

To do something we <u>cannot do</u> with routine fundraising

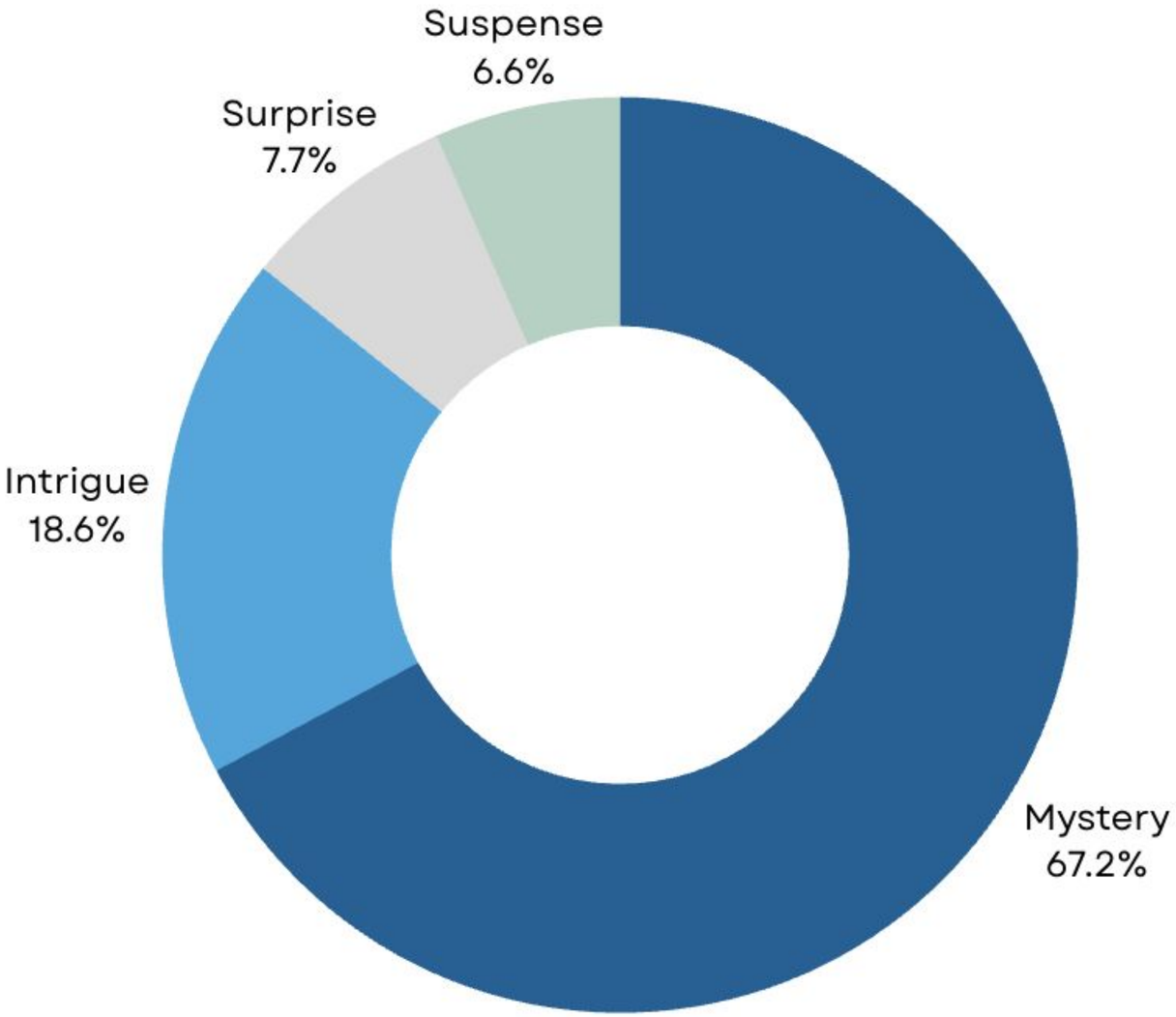
- CLEAR START AND END
- SPECIFIC MONETARY GOAL
- DEFINED PRIORITIES
- PHASES AND MILESTONES
- PROACTIVELY INVITE LEADING GIFTS

Where Does the Money Come From?



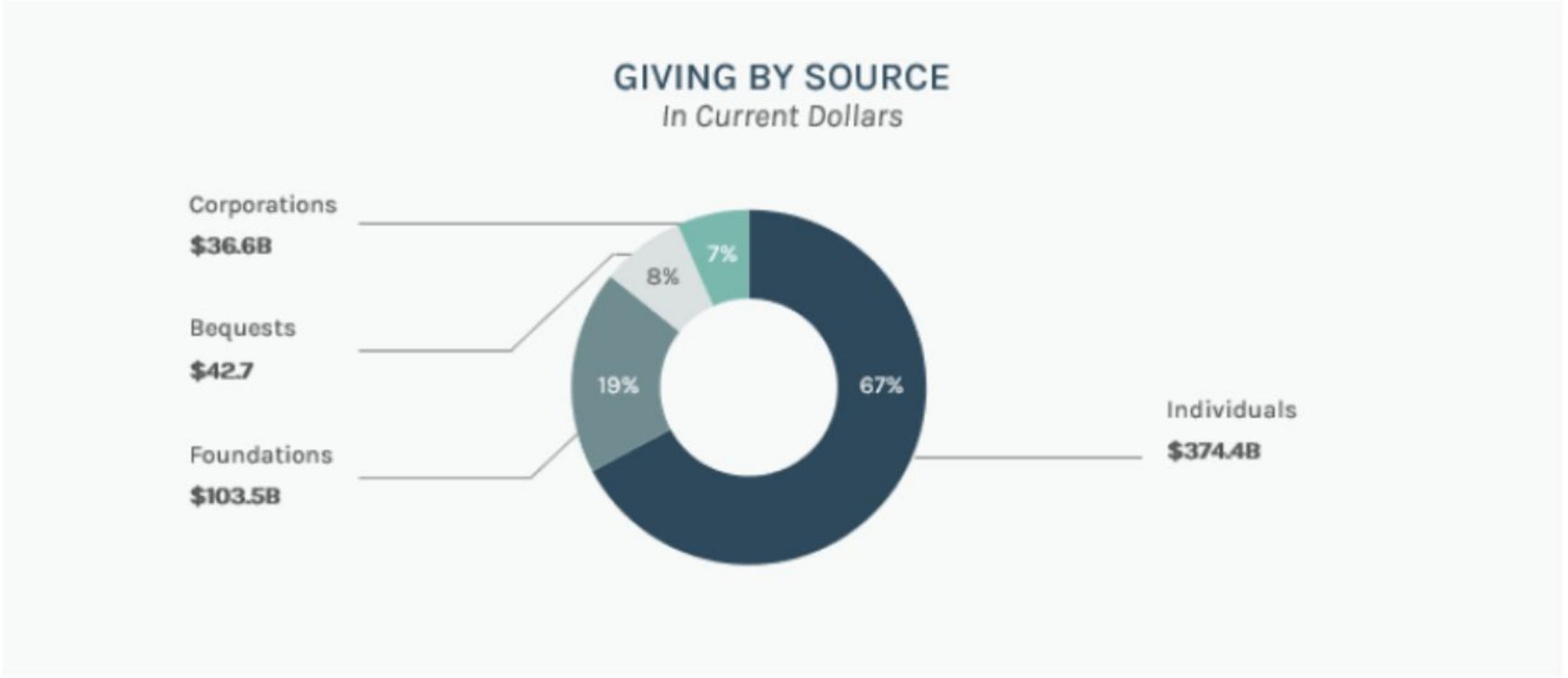
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- Corporations
- Foundations
- Bequests
- Individuals



GIVING BY SOURCE

Individual giving still comprises the vast majority of philanthropic giving.



2024 CCS Philanthropic Landscape | The Philanthropy Outlook 2024 + 2025









Major Gift Fundraising

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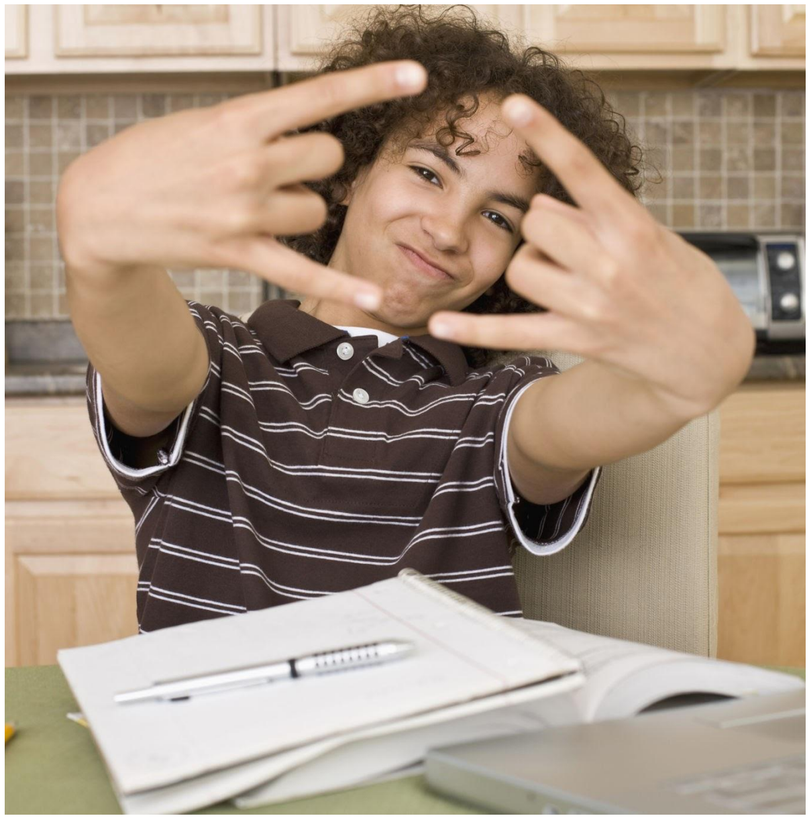








Pop Quiz!



What is the number one reason people give?

The Ethos and Approach

Relational, not transactional.

Centered on **respect**, listening, finding a shared purpose.

The money is the natural outcome.









Grants

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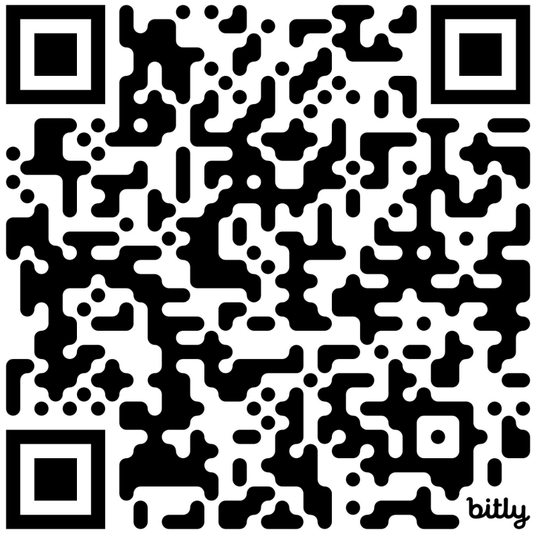


5. We’re Here to Help

What do we support?

- Assessing for alignment
- Streamlining internal approvals
- Stewarding relationships
- Expertise in grant writing
- Teaming up for success

All the Details



bit.ly/MesaGrantsWebinar

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Roles in Fundraising

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About the Mesa College Foundation

We are:

✅ Your fundraising partners
✅ Relationship managers for donors
✅ Grant writers and administrators
✅ The people who handle all the paperwork, compliance, and IRS stuff

We are NOT:

❌ Experts in your discipline
❌ Asking you to hit up your friends for money
❌ Expecting you to become a fundraiser
❌ Going to ghost you after we get a donation







Discussion

What worries you?

What excites you?

What do you want to know more about?

What do you want the office of RD to know?

What do you think anyone advocating for Mesa should know?

How do you want communication and collaboration to look?





