

# Fundraising Together 2025/2026

Office of Resource Development

San Diego Mesa College President's Cabinet

May 20, 2025



# Fundraising & Grant Seeking

The Dream:



The Nightmare:



Current Reality:



Future Reality:



# Today's Agenda



## 1 Introductions

## 2 Fundraising

- #MesaGivingDay
- Spirit of Mesa

→ Next Steps: Spread the Word + Share Your Input

## 3 Grant Seeking

- Current Activities
- Landscape Overview
- Goals and Vision
- Current Supports

→ Next Steps: Fall 2025

# Introductions



Krista Stellmacher, CFRE

Director, Development & Entrepreneurship

*Likes all animals and most people.*



Michael Lettieri, PhD

Project Analyst & Grants Lead

*Likes the theoretical concept of summer.*

# #MesaGivingDay

## A day of giving, just for us!

- Takes place Thursday, **May 29th**.
- Gifts accepted now through Saturday, **May 31st**.

⚠ **\$10,000 in Matching Funds**

*Join us by giving and spreading the word.*

→ [bit.ly/MesaGives25](https://bit.ly/MesaGives25) ←



Made with **GAMMA**

# Spirit of Mesa -

In October of 2024, we launched Spirit of Mesa, our inaugural annual fundraising event.



## Year 1 -

- Friday, October 25, 2024 4:30 to 8:00 pm on the Quad
- Theme: Celebrating 60 Years of Impact
- 15 sponsors; 180 attendees
- \$150,000 gross

## Year 2 - Vision

- Friday, October 10, 4:30 to 8:00 pm on the Quad
- Theme: This Moment, Our Mission

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# Grants: Current Activities

## Building the Plane

- Assess current processes
- Improve processes
- Provide training and support to campus
- Develop tracking systems



## Flying the Plane

- Conduct donor calls and visits
- Write grant proposals
- Manage grant projects
- Facilitate internal approvals & review



## Grants: Outputs

We're actively pursuing grants and are building the structure for greater, scaled support.

### Grant Activity Report - January - May 2025

	Stage	#	Amount
Outputs	Vetted, Not Pursued	3	\$ 110,000
	In Progress	1	\$ 40,000
	Submitted	8	\$ \$1,170,635*
	TOTAL	12	
Outcomes	Pending	2	\$ 295,635
	Declined	3	\$ 760,000*
	Funded	3	\$ 74,500
	TOTAL	8	

\* Includes opportunities pursued by District



## What We Know



Real Interest and Need

Opportunity & real costs of not grant seeking.

## What We Observed



Strategic Alignment

Lack of intentionality.



Vetting and Approval

Processes frustrating and confusing.



Time Constraints

Lack time/resources = throttling opportunity.



# Supports

CURRENT

FUTURE

 Ask Strategy

 Identification & Prospecting

 Relationship Management

 Portfolio Management

 Budget Co-Development & Review

 Dashboards & Reports

 Content Development

 Digital Internal Review Process

 Internal Review & Approval Process

# Goals and Vision



Our Grant Seeking Will Be:

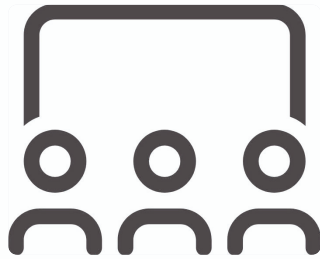
- Strategic
- Proactive
- Smooth
- Scalable
- Successful

## Join the Party



Contact Us

[mesagrantsadmin@sdccd.edu](mailto:mesagrantsadmin@sdccd.edu)



Flex Workshop

Coming this fall!



Stay in Touch

Join our Mailing List



Want to Apply?

Mesa College Grants  
Process