



Beyond the Development Office: Building a Culture of Philanthropy Across Your School

Who: Heads of School and Development Directors

Presenter: Nanci Kauffman and Jessica Christie

When: Tuesday, October 6th from 10:00 a.m. to 11:00 a.m.

Where: Virtual on Zoom

Register [HERE](#)

The slide deck and recording will be available to registrants after each webinar

Session Description:

A strong culture of philanthropy extends far beyond the development office. It is built when school leaders, trustees, faculty, staff, families, alumni, and volunteers understand the role philanthropy plays in advancing the school's mission and see themselves as part of that work. In this session, seasoned independent school leaders and fundraising professionals will share practical strategies for creating a culture in which philanthropy is understood, embraced, and championed across the school community. Participants will explore how to engage leadership and trustees, strengthen partnership across departments, communicate the impact of giving, and create meaningful opportunities for every member of the community to participate. Whether your school is looking to strengthen an established program or build a philanthropic culture from the ground up, you'll leave with actionable ideas to bring back to your campus.

About Nanci Kauffman:



Nanci Kauffman brings to CCS 35 years as an independent school educator, leader, and fundraiser, most recently as Head of School for 12 years at the highly regarded Castilleja School in Palo Alto, California. Nanci's extensive experience and deep knowledge in the education sector bring invaluable insights to CCS's work in California, throughout the West Coast, and across the country. Over the span of her career, Nanci has been at the helm of innovations in mission-driven programs, strategic planning, fundraising, and stewardship. At Castilleja, Nanci launched the Innovation Investment Fund to transition the school to 21st Century Learning. In partnership with philanthropic donors, she initiated numerous programmatic enhancements across all areas of the school – positioning Castilleja as a leader in STEM education, community engagement and global entrepreneurship. Nanci spearheaded the vision

and the case for support that led to Open Their World – a capital campaign that raised \$95 million to rebuild Castilleja’s campus. Nanci earned her MA in Curriculum and Teaching from Teachers College, Columbia University, and received her BA in Psychology from Vassar College. Nanci is dedicated to developing women as leaders, is actively engaged in the Feminist Majority Foundation, and has spent most of her career in all-girls schools. As an advocate for single-gender education, she is a founding trustee of Field Middle School for Boys.

About Jessica Christie:



As a former nonprofit employee, Jessica has seen firsthand the impact a great organization can have on a community. She is passionate about organizational strategy, project management, effective philanthropy, and helping communities get the support they need to thrive. Since joining CCS in 2017, Jessica has worked with clients across multiple sectors. Her experience includes facilitating a study for Salt Lake Community College in Salt Lake City to assess the feasibility of the College’s first-ever capital campaign; managing the planning and launch of Almaden Country Day School’s first-ever capital campaign in San Jose, including overseeing fundraising of the first 40% of the campaign goal; and revitalizing a stalled comprehensive campaign for EPACENTER in East Palo Alto, a start-up arts education nonprofit, with a focus on messaging and collateral development, prospect identification, and principal gift solicitations. For the Bay Area Council in San Francisco, Jessica managed the planning and launch of the organization’s first-ever capital campaign and oversaw fundraising of 80% of the campaign goal. She also completed a development assessment for Kaiser Family Foundation (KFF) in San Francisco, analyzing its current fundraising efforts and designing a more extensive development program. For Salvation Army Silicon Valley in San Jose, Jessica launched a campaign that had been two years in the making, overseeing development of the case for support, prospect identification, volunteer recruitment and training, and cultivation and solicitation of foundational campaign prospects. At UCSF in San Francisco, she conducted a philanthropic capacity study and staffing assessment, identifying untapped potential within the prospect pool and the infrastructure and staffing needed to activate that potential. For the Computer History Museum in Mountain View, Jessica conducted a mid-campaign assessment, analyzing progress to date, the campaign case for support, prospect potential, and the path forward for the campaign.

**Free for those schools who purchased a speaker series subscription
\$60 per attendee for those schools who have chosen “A la Carte.”**