



CCS Fundraising

Trusted partners. Meaningful impact.

JANUARY 2026

WE PARTNER WITH INDEPENDENT SCHOOLS TO CREATE TRANSFORMATIONAL OPPORTUNITIES AND EXPERIENCES

CCS understands the unique value proposition of an independent school education and the vital role that philanthropy plays in helping schools achieve their mission.

For nearly 80 years, CCS has partnered with independent schools around the world to raise more and drive lasting impact. Whether you're planning your next campaign or looking to evolve your fundraising strategy, we meet you where you are, with trusted guidance and a focus on what matters most: your students.

CCS has valuable experience working closely with schools in diverse communities to help magnify the mission of each school. Our strategic advisors drive strategy at a high level through our embedded, partnership-based model in which our consultants work right alongside your school's team.

2025 MARQUEE INDEPENDENT EDUCATION STATS

160+

**PARTNERS
ANNUALLY**

195+

**NEW PROJECTS
CONDUCTED**

\$30M

**AVERAGE
CAMPAIGN GOAL**

175

**AVERAGE NUMBER
OF DONORS**

OUR DISTINCTIVE TEAM APPROACH, ROOTED IN EDUCATION

CCS provides your independent school with a dedicated team of experts. Our immersive services and partnership structure result in real-time, lasting solutions.

Each engagement is supported by a Regional Executive, a Regional Director, and CCS's Data Analytics Team. Together, this team works closely with school leadership to provide hands-on guidance, strategic insight, and on-the ground support. Our Data Analytics Team offers an additional layer of expertise, informing data-driven strategies that uncover philanthropic potential and decision making

Rooted in collaboration and informed by analysis, this distinctive approach ensures a partnership that results in clear goals and actionable strategies to sustain community impact for your school.

ISACS 2026 Heads Conference Attendees



Doug London
Partner
CCS Fundraising



Meghan Davison
Executive Vice President
CCS Fundraising



Regional
Executive



Regional
Director



Data Analytics
Team

THE CCS DIFFERENCE IN FUNDRAISING FOR EDUCATION

*CCS consultants excel at helping **primary and secondary schools** maximize potential **at every stage of the fundraising journey.***

01

We know independent school education and understand schools' unique value proposition.

02

Our team approach ensures strategy and execution, working shoulder-to-shoulder with our clients.

03

We collaborate with school leadership in crafting case messaging.

04

We partner with the Advancement Team to identify new prospects.

05

We drive annual fund participation with alumni and parents.

06

We help strengthen and deepen alumni connections.

07

We value and prioritize diversity, equity, and inclusion in all fundraising efforts.

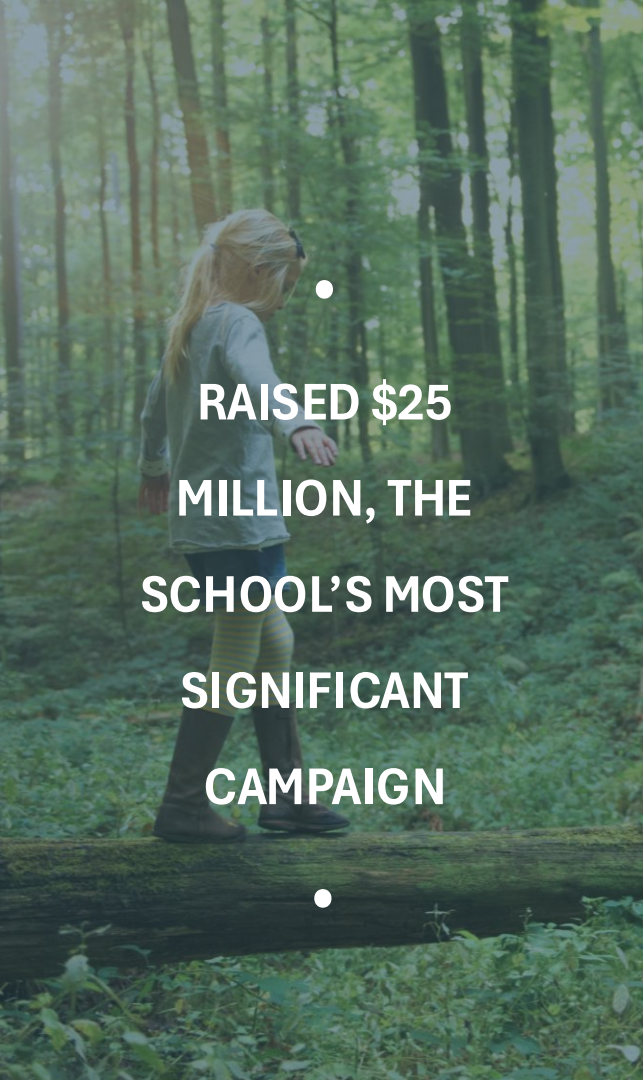
08

We partner with a wide range of independent schools, including boarding, day, co-ed, and K–8 institutions.

A SELECTION OF OUR MARQUEE PARTNERS



Notable Independent School Partner Successes



●
**RAISED \$25
MILLION, THE
SCHOOL'S MOST
SIGNIFICANT
CAMPAIGN**
●

DENVER ACADEMY

Denver, CO

THE CHALLENGE: Denver Academy, a nationally recognized school serving grades 2–12, faced campus limitations at its historic property, including an undersized gym, outdated elementary spaces, and a theater in a former cafeteria. With 30% of families receiving financial aid, DA also sought to strengthen its endowment.

OUR SOLUTION: CCS conducted a feasibility study and then partnered with DA on campaign planning and management. Together with school leadership, CCS refined the case for support, built a campaign cabinet, and focused on cultivating leadership and major gifts.

THE IMPACT: The campaign surpassed its initial \$15M goal to raise \$25M—the largest in DA's history. Funds enabled a new athletic facility, a performing arts center, renovated elementary spaces, and a stronger endowment, positioning DA to serve its community with pride and sustainability.

COMMUNITY SCHOOL

St. Louis, MO

THE CHALLENGE: Community School sought to strengthen learning and enrichment opportunities through a multi-phase campus vision that included a STEAM Center, an Early Childhood Center expansion, and improved accessibility. A 2019 campaign launch was disrupted by COVID-19, prompting a reassessment of scope and philanthropic readiness.

OUR SOLUTION: CCS completed a feasibility and planning study, conducting 50+ interviews and 200+ surveys that informed a recalibrated campaign target of \$6–\$7.5M focused on Early Childhood and STEAM priorities. After the campaign was initially paused due to the pandemic, CCS then supported its relaunch — refreshing materials, structuring prospect strategy, onboarding a campaign director, and recruiting a Campaign Cabinet.

THE IMPACT: This campaign successfully raised over \$9 million and the new ECC and STEAM capital priorities are complete and open.

•

**RAISED \$9M+ TO
BRING
THE CAPITAL
PRIORITIES TO
LIFE — NOW
FULLY
COMPLETE AND
OPEN**

•



●

**ACHIEVED
CAMPAIGN GOAL
1 YEAR AHEAD OF
SCHEDULE**

●

CHARLES RIVER SCHOOL

Dover, MA

THE CHALLENGE: Charles River School sought funding for a various needs: financial assistance for students; faculty development; facilities enhancement of the middle school and outdoor play space; and annual operating support.

OUR SOLUTION: CCS partnered with Charles River School to conduct a planning study to gauge the potential success of a campaign. Following the study, CCS assisted the school with implementation a \$10 million campaign. In partnering with CCS, Charles River School crafted a compelling case for support, recruited a dedicated group of volunteer leaders, and cultivated leadership donors.

THE IMPACT: CCS and CRS developed a detailed plan that leveraged the remarkable leadership and community of the school to maximize the campaign's efficiency and success. \$10.5 million was pledged to the campaign, a full 12-months ahead of schedule, ensuring that current and future generations of CRS students benefit from world-class programs, faculty, resources, facilities and a diverse student body.

GEORGETOWN DAY SCHOOL

Washington, D.C.

THE CHALLENGE: Raise funds to bolster its financial aid program, enhance programs through the Annual Fund, and unify its campus.

OUR SOLUTION: GDS engaged CCS, a partnership that provided the school with a development assessment, a campaign planning study, and campaign counsel. After extensive preparation, GDS launched its \$50 million campaign in 2016, named One Campus. One Mission. One GDS. In addition to unifying the school, this campaign seeks to strengthen GDS's financial aid program and enhance school programs through the annual fund.

THE IMPACT: The campaign is on target to successfully exceed its goal. GDS, with the help of CCS, is now focused on broadening the base of support and inviting all families to participate in the campaign. The supportive community is thrilled to help transform the future of GDS and looks forward to a unified school, mission, and GDS in 2020.



●
**\$38.1 MILLION,
76% OF GOAL,
RAISED TO DATE**

●



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**CAMPAIGN
REACHED 71%
OF GOAL
(\$5.7M) DURING
QUIET PHASE —
FOUR MONTHS
AHEAD OF
PUBLIC LAUNCH**

•

GREENHILLS SCHOOL

Ann Arbor, MI

THE CHALLENGE: Greenhills sought to strengthen campus and programmatic resources to support a growing academic community. Priorities included a new dining hall and student hub, an applied engineering wing to expand science and robotics, and enhanced arts facilities.

OUR SOLUTION: CCS partnered with Greenhills on a comprehensive campaign, starting with a feasibility study and moving into full planning and management. CCS built a strong campaign cabinet and prepared an integrated public phase plan focused on communications, events, and stewardship toward an \$8M goal.

THE IMPACT: The silent phase generated strong leadership support from alumni, parents, and community members and built momentum into the public phase. With construction underway, engagement remains high. CCS helped Greenhills sustain yearly giving and inspire transformational commitments that advance the school's long-term vision.

THE MASTERS SCHOOL

Dobbs Ferry, NY

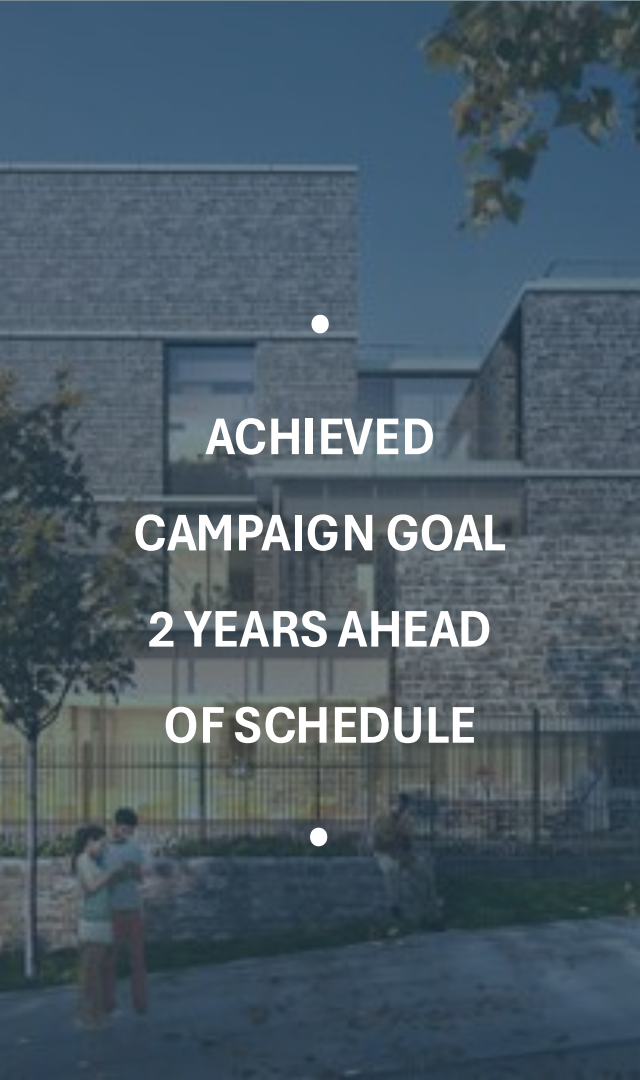
THE CHALLENGE: Develop a campaign to fund campus enhancements and grow the endowment and annual support designed to inspire forward-thinking curriculum.

OUR SOLUTION: The Masters School retained CCS to propel and provide rigor to its comprehensive campaign, *Our Might*. Through our partnership, we crafted a compelling case for support, recruited a dedicated group of volunteer leaders, prioritized detailed pipeline review and refinement for developing blended gift requests, and identified opportunities for bequests. CCS also conducted a study refresh to reevaluate the potential for an ambitious nine-figure goal.

THE IMPACT: Thus far, the Masters School's has received commitments totaling over \$75M, including the largest gift in the school's history. The funds will be used in part to renovate student dorms, the library, the music building, and the theater, and build an innovation and entrepreneurship center so that its facilities mirror the excellence of its top programmatic offerings.

•
**SECURED
LARGEST GIFT IN
THE SCHOOL'S
HISTORY**
•

A photograph of a group of young students in school uniforms running happily down a hallway. Two adult women, likely teachers, are also in the hallway, smiling and interacting with the children. The scene is bright and cheerful, capturing a moment of joy in a school setting.



●

**ACHIEVED
CAMPAIGN GOAL
2 YEARS AHEAD
OF SCHEDULE**

●

HORACE MANN SCHOOL

Bronx, NY

THE CHALLENGE: Horace Mann School sought to construct new facilities that would mirror the excellence of its renowned programmatic offerings. School leaders set an ambitious goal of raising \$100 million for the purpose of building a world-class science and community center, as well as state-of-the-art athletic facilities, while maintaining a \$6 million Annual Fund.

OUR SOLUTION: Horace Mann School retained CCS to restart its capital campaign, *HM in Motion*. In partnering with CCS, Horace Mann School crafted a compelling case for support, recruited a dedicated group of volunteer leaders, and cultivated leadership donors. CCS and Horace Mann School developed a detailed plan that leveraged the exceptional leadership of the Head of School and Director of Development.

THE IMPACT: The success of CCS's partnership with Horace Mann School is evident not only in the \$91 million pledged to the HM in Motion campaign, but in the abbreviated timeline during which these funds have been raised.

Let us know how we can partner with your school.

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