



Aashika Patel
Corporate Vice
President

Passion for Philanthropy: Aashika Patel has a wholehearted belief that the third sector, the non-profit sector, is the perfect place for talented, driven individuals who are “the change they wish to see in the world.” It gives her great satisfaction to deliver fundraising strategy and results to visionary leaders of world-class organizations as they implement creative programs and ideas to serve society.

Experience: Aashika is leading a \$15 million capital and endowment campaign for the Cayton Children’s Museum by ShareWell, an evolution of the Zimmer Children’s Museum, that is ahead of schedule towards its goal. Prior to focusing on this effort, Aashika worked closely with the Tiger Woods Foundation to navigate the team through a comprehensive development assessment designed to increase contributions from individuals between the annual fund and major gift levels, as well as evolve the founding narrative to appeal to a broad range of potential supporters. Aashika specializes in working with culturally unique institutions on nuanced approaches to fundraising, seeking to build consensus around plans and strategies among leadership and development teams to reach aggressive goals.

Aashika brings her clients over ten years of fundraising experience with a broad range of organizations. Working with multiple donor constituencies in Santa Barbara, Aashika built and implemented *The Campaign for Direct Relief* with a three-year, \$30 million goal to build the organization’s new headquarter facility in Goleta, California where the target was successfully met ahead of schedule and subsequently increased to \$50 million. Aashika also led campaign efforts at the Santa Barbara Museum of Art where CCS provided ongoing campaign support for several years. Working across various sectors, Aashika has advised clients serving civil liberties, independent schools, cultural institutions, religious, higher education, healthcare, performing and visual arts, humanitarian aid, and children’s advocacy causes.

Having worked with clients in the U.S. and around the world, she has cultivated her expertise in the areas of board recruitment and training; campaign planning and development; donor management and reporting; major gift solicitation and stewardship; building planned giving programs at cash-dependent organizations; development officer training and goal-setting; and creating fundraising metrics unique to individual organizations. Aashika has successfully built and enhanced development departments within organizations with a focus on operational process and procedure, staffing, identifying and developing sustainable revenue streams, as well as donor communications messaging and strategy.

In her professional experience, Aashika has built major gifts programs and consulted clients on campaigns as well as development operations with a goal to maximize fundraising efficiency. Aashika approaches her projects with innovation, enthusiasm, and strategic planning that can be sustained well into the future. Aashika’s clients at CCS include:

- American Red Cross of Greater New York, NY
- Canterbury Cathedral, United Kingdom
- Carmelite Sisters of the Most Sacred Heart of Los Angeles, CA
- Chandler School, Pasadena, CA
- Direct Relief International, Santa Barbara, CA
- Foundation for the Performing Arts Center, San Luis Obispo, CA
- Eisner Pediatric and Family Medical Center, Los Angeles, CA
- Good Samaritan Hospital Medical Center, West Islip, NY
- National Urban League, New York, NY
- The Pegasus School, Huntington Beach, CA
- Philharmonic Society of Orange County, Irvine, CA
- San Marino Community Church, CA
- Santa Barbara Museum of Art, CA
- State University of New York (SUNY), NY
- Tiger Woods Foundation, Irvine, CA
- UC San Diego, La Jolla, CA
- YMCA of the Foothills, La Canada Flintridge, CA
- Zimmer Children’s Museum, Los Angeles, CA

Before coming to CCS, Aashika worked in New York City at both the American Civil Liberties Union and the Children’s Aid Society. Aashika has also spent considerable time in India researching the evolution and cultural complexities of fundraising in an emerging market.

Education: Aashika is a graduate of New York University with a Master of Science in Fundraising and Grantmaking. Aashika earned her Bachelor’s degree in Philosophy and South Asian Studies from Syracuse University.

Personal: A Florida native, Aashika learned to scuba dive at a young age and enjoys exploring the Pacific coastline. When not outdoors or in the ocean, Aashika cultivates her passion for philosophy by reading biographies and non-fiction titles covering ethics and existentialism.