



GREEK ORTHODOX METROPOLIS OF CHICAGO
ΙΕΡΑ ΜΗΤΡΟΠΟΛΙΣ ΣΙΚΑΓΟΥ

St. Iakovos Retreat Center Fundraising Overview

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Fundraising Capabilities to Share



Indiana University Indianapolis

Lilly Family **School of Philanthropy**



Milestones to Advance Fundraising Efforts

2019:
Independent
Audit-Adds
Credibility

2021 COVID
Continues. Grant
Award Sustains us
and PPP

2022: COVID
Rebound

2023 –
Building
Naming
Legacy Gift

2020:
COVID
Dev Dir
Begins June

2022:
Long-term
Campus
Vision

2024:
Unified
Fundraising

Strengths & Challenges

Strengths/Assets	Challenges/Needs
Beautiful property in nature with land for development	Lack of amenities, facilities, and staff required to broaden marketing efforts
Tangible asset that every parish can enjoy and be a part of	Limited occupancy (bed count and kitchen space) Max accommodations (only 200ppl) impacts competitiveness of facility. Religiously owned.
Easy-to-see results from donor support. Donors make a visible difference	Competitive fundraising from organizations (outside the Metropolis) in support of their activities and events
Clear Strategic Roadmap with an Inspiring Vision for the Future	Distance & location can be a drawback for some (too far for some parishes to use, etc.)

5-Year Fundraising Results

* Includes Fundraising for Operations & Capital Expenditures

Proposed vs Actual 2020-2024			
Year	Proposed	* Actual	* % of Goal
2020	\$352,645	\$419,056	119%
2021	\$465,428	\$525,338	113%
2022	\$332,500	\$625,997	188%
2023	\$464,200	\$526,511	113%
2024	\$500,000	\$555,147	111%
5-Year Totals	\$2,114,773	\$2,652,049	125%

Strategic Planning

Fundraising Efforts that Build Year upon Year

- 1) *Annual Fundraising for Unrestricted Operational uses*
- 2) *Continuing appeals/news/online/web campaigns*
- 3) *Major Gift Relationships- Donor Philanthropic interests, (Asks for what they care about)*
- 4) *Strengthening Database and Fundraising Tools*
- 5) *Stewardship Touchpoints such as Annual Report, News, and Thank you Calls*
- 6) *Building a Stronger, more robust Overall Marketing Strategy at the Met*
- 7) *Securing targeted grants*
- 8) *Partnering with committed, professional staff, Board Liaison*
- 9) *Events to build relationship and funds*
- 10) *Program and Ministry and capital FR support*
- 11) *Legacy and Bequest Planning tools for our donors*