

Karen Callahan

Senior Consultant & Principal
Leader, Schools Practice



Education: Clarkson University, B.A.
University of Massachusetts, M.A.
Residence: Hampton, New Hampshire

Experience

Leader of Marts&Lundy's Schools Practice and a member of our Board of Directors, Karen joined our firm in 2012. Along with her extensive experience in developing annual giving programs, major gift programs, and managing campaign efforts, Karen brings expertise in establishing advancement programs and cultivating and soliciting gifts from foreign constituents of U.S. schools, particularly those in Asia and Europe.

Before joining the firm, she served Brooks School in Massachusetts for 14 years as the Director of Advancement. During that time she was responsible for significant growth in all areas of advancement including growth in the alumni and parent annual giving program from \$700,000 per year to \$2.5 million per year; leading the school through a \$50 million comprehensive campaign for endowment and facilities, as well as a subsequent \$12 million two-year campaign for a new science facility; and the establishment of the Headmaster's Parents Council program that culminated in raising over one million dollars each year. Karen began her development career at Northfield Mount Hermon School in Massachusetts, where she gained experience in research, annual giving, leadership gifts, and campaign management.

With firm colleagues, and in partnership with TABS, she conducted a 2013 study in international giving, presenting the results in spring 2014. More recently, she and colleagues conducted a Board Giving study with independent schools and presented those findings at CASE NAIS in January 2020. Karen has also served as a trustee at two educational institutions in the Boston area, and is experienced in board development, governance, and training.

Representative List of Clients Served

Agnes Irwin School	Norfolk School
Avon Old Farms School	Northfield Mount Herman School
Bard College at Simon's Rock	The Nueva School
The Bishop's School	The Park School
The Branson School	The Pike School
Chinese International School	Phillips Exeter Academy
Cranbrook Educational Community	Ravenscroft School
The Derryfield School	Rye Country Day School
Episcopal High School (Texas)	The Sage School
The Ethel Walker School	Saint Andrew's School

The Gilman School
The Hill School
Hotchkiss School
Inly School
Kent School
Kent Place School
McDonogh School
Miami Country Day School
Mid-Pacific Institute
Milton Academy
Nashoba Brooks School
National Cathedral School
New Hampton School

School Year Abroad
Shawnigan Lake School
St. John's Prep
St. Paul's School
St. Paul's School for Girls
St. Stephen's & St. Agnes School
Tabor Academy
Trinity-Pawling
Ursinus College
The Westminster Schools