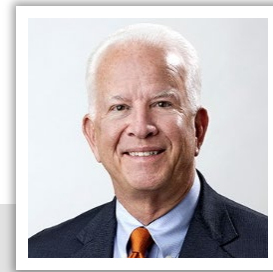


Donald M. Fellows

Senior Consultant & Principal
Leader, Higher Education Practice



Education: San Diego State University, B.A.
University of San Diego, M.Ed.

Residence: San Diego, California

Experience

Don joined Marts&Lundy as a Senior Consultant in 2000 bringing nearly 20 years of fundraising experience in higher education to the firm. Don served as President & CEO of Marts&Lundy from 2006 to 2016. He leads our Higher Education practice, which he also led from 2016 to 2019. Prior to joining Marts&Lundy, Don served as Chief Development Officer at the University of San Diego and, from 1985 to 1990, he was Associate Director of Development at the Stanford Business School where he was responsible for seeking major gifts in support of Stanford's \$1.1 billion "Centennial Campaign."

As a member of Association of Fundraising Professionals (AFP) and the Council for Advancement and Support of Education (CASE), he has served on the Board of Directors of CASE District VII, the CASE industry Advisory Board and the Board of Directors of the San Diego Chapter of AFP.

Don has been active in the San Diego community as a volunteer board member of the Century Club of San Diego, Westview High School Foundation, and the Rancho Family YMCA, and as a member of the Advisory Board of the Young Non-Profit Professionals Network (YNPN). He has served as a director of The Giving Institute and the Giving USA Foundation.