

James W. Osterholt

Education: Stanford University, A.B.
Columbia University, M.A.

Residence: Pacific Palisades, California



Professional Experience

Jim joined Marts & Lundy with a career in development spanning 40 years. He began his career in fundraising at Union Theological Seminary in 1971. In 1975 he joined UCLA where, over the course of 21 years, he served in various leadership roles, first in the health sciences for seven years and eventually directing all development activities for the university. He left UCLA as associate vice chancellor (chief development officer) in 1996. During his career at UCLA he managed a staff of more than 125 professionals and designed and implemented The UCLA Campaign for \$300 million—at the time, the largest campaign mounted by a public university. He served as vice president for development of the UCLA Foundation and completed planning for a \$1 billion-plus comprehensive campaign for the university.

Since leaving UCLA, Jim has served in top fundraising positions at the RAND corporation, the Milken Institute, The Jackson Laboratory and St. John's College. He has served in extended transitional leadership roles for Marts & Lundy clients, including as interim vice president for development at Pomona College, interim senior vice president/chief advancement officer for the University of Rochester, and interim chief development officer for the National Academies of Sciences, Engineering and Medicine.