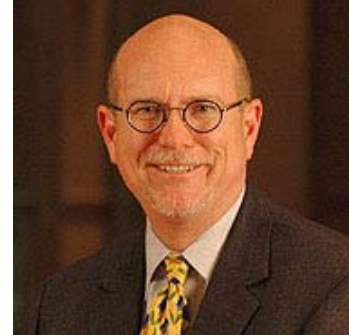




1200 WALL STREET WEST / LYNDHURST, NJ 07071  
TEL 800 526 9005 / FAX 201 460 0680 / WWW.MARTSANDLUNDY.COM

## John M. Cash

Senior Consultant



Education: University of California, Berkeley, B.A.  
University of Chicago, M.A., Ph.D.

Residence: Belmont, California

---

## Professional Experience

John joined the firm in 2001 as a senior consultant, following eight years as associate vice chancellor for university relations and campaign director at the University of California, Berkeley. John oversaw Berkeley's "New Century Campaign," a comprehensive, university-wide development program that ultimately raised more than \$1.4 billion for the campus. He also served as vice president of the University of California, Berkeley Foundation.

Before joining UC Berkeley, John was associate dean for development in the School of Humanities and Sciences at Stanford University. He was the lead fund-raiser for Stanford's largest school during the nation's first \$1 billion+ campaign. Prior to that, he was executive director of development and campaign director at Mills College in Oakland, California.

John has led the firm's pioneering research into the evolution of public university development programs and he has been active as a speaker for CASE and other professional organizations.

## Representative List of Clients Served

Arizona State University Foundation, AZ  
California Polytechnic State University  
California State University-East Bay, CA  
Center for Advanced Study in  
Behavioral Sciences, Stanford U., CA  
Cottage Health System, CA  
Florida International University  
Golden Gate National Park Conservancy, CA  
Golden Gate University, CA  
Humboldt State University, CA  
Iowa State University  
Mills College, CA  
Montana State University  
Northwestern University, IL

Santa Clara University College of Law, CA  
Rice University, TX  
Peninsula Open Space Trust, CA  
Rutgers University, NJ  
Saint Mary's College of California  
San Jose State University, CA  
Smith College, MA  
Stony Brook University, NY  
The Nature Conservancy, IL  
University of California, Merced  
University of Hawaii Foundation  
University of Texas at Austin  
Urban Land Institute, DC  
Virginia Tech Foundation  
Wake Forest University

**Blending the Art & Science of Philanthropy**