



Donald M. Fellows

Senior Consultant & Principal

EDUCATION San Diego State University, B.A.
University of San Diego, M.Ed.

RESIDENCE San Diego, California

Professional Experience

Don joined Marts & Lundy as a senior consultant in 2000 bringing more than 20 years of fundraising experience in higher education to the firm. He served as President & Chief Executive Officer from 2006 to 2016 after serving as a managing director for two years. Prior to joining Marts & Lundy, Don served as Director of Development 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 CASE and AFP, he has served on the Board of Directors of CASE District VII and the San Diego Chapter of AFP. He currently serves on CASE's Industry Advisory Board. 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.

Representative List of Clients

Auburn University • Baylor University • Boston College • California State University, Chico • California State University, Fresno • California State University, Northridge • CETYS Universidad • Children's Hospital, Los Angeles • Children's Hospital of Orange County • Colorado Conservation Trust • Colorado State University • Kamehameha Schools • King Fahd University • Loyola University of Chicago • Montessori School of Maui • Museum of Contemporary Art-Los Angeles • National University of Singapore • Northern Arizona University • Oregon State University • Phillips Exeter Academy • Pomona College • Regis University • San Diego State University • San Jose State University • Scripps College • St. John's College • The George Washington University • The Webb Schools • United States Golf Association (USGA) • The University of Arizona • University of California, Davis • University of California, Irvine • University of California, Santa Cruz • University of Colorado, Boulder • University of Dallas • University of Illinois Foundation • University of Miami • University of Nevada, Las Vegas • University of Portland • University of San Diego • University of the Pacific • University of Utah