



## Richard Allen Ammons

*Senior Consultant & Principal*

EDUCATION Amherst College, B.A.  
Stanford University, M.B.A.

RESIDENCE Durham, North Carolina

---

### Professional Experience

Richard joined Marts & Lundy in 2013, bringing 32 years of experience in higher education advancement. His strategic thinking, thoughtful leadership and extensive success in fundraising provide tremendous value in his work with colleges and universities across the country.

From 2010 to 2012 Richard served as Associate Dean for The Fuqua School of Business at Duke University. Leading the fundraising and alumni relations team he reversed a multi-year downward trend in fundraising and doubled the previous year's results in each of his two years.

Prior to his work at Duke, Richard served for seven years as Vice President for Development at Colby College. He worked as the chief advancement officer for the College's fundraising and alumni relations activities, managing a staff of 43 and leading the College's \$370 million comprehensive campaign. In addition, he managed the College's communications activities.

For eight years Richard was Vice President for College Advancement at Macalester College and for seven years prior to that was Vice President for Development at Morehouse College. Richard also served as Director of Development for the Paul Nitze School of Advanced International Studies (SAIS) at The Johns Hopkins University. He is a former member of the Board of Directors for Council for the Advancement and Support of Education (CASE)

### Representative List of Clients

American Bible Society • Boston College • Butler University • Capitol Center for the Arts  
Carnegie Institution for Science • Fisk University • Hamilton College • Iona College • Jackson State  
University • King's College • Lebanon Valley College • Mercy College • Mount Holyoke College  
Muhlenberg College • North Carolina Central University • Regis University • Saint Vincent College  
Georgia Institute of Technology • Southern Methodist University • Swarthmore College • Texas A&M  
University - Corpus Christi • University of California, Berkeley • University of Colorado, Denver  
University of North Carolina at Pembroke • University of Richmond • Webster University