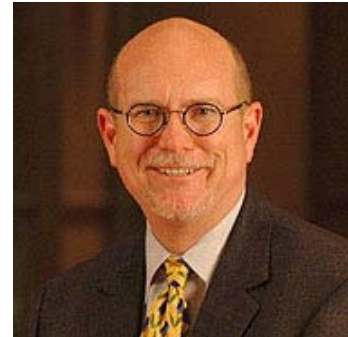




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John M. Cash

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
California Polytechnic State University
California State University-East Bay
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
The Nature Conservancy, IL

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

Blending the Art & Science of Philanthropy