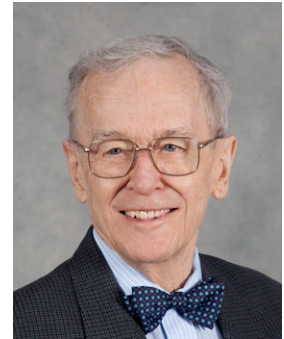


## Nelson C. Lees

Senior Consultant & Principal

Education: Massachusetts Institute of Technology, S.B.  
Columbia University, M.A.

Residence: Winchester, Massachusetts



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## Professional Experience

Ned joined Marts & Lundy in 1987 and served on the Board of Directors from 1994 to 1996. This followed a distinguished career in development at the Massachusetts Institute of Technology. Prior to his work at MIT he served as a Lieutenant in the U.S. Army Security Agency.

Ned brings a strongly quantitative and analytical approach to assessing development programs and campaign plans. This helps clients to understand their real potential, their capacity to achieve it, how best to organize for it, and to assess their performance relative to peer institutions.

## Representative List of Clients Served

American Academy of Arts and Sciences, MA  
Amherst College, MA  
Andover Newton Theological Seminary, MA  
Brigham & Women's Hospital, MA  
Brown University School of Medicine, RI  
California Institute of Technology  
Carnegie Mellon University, PA  
Case Western Reserve University,  
Schools of Medicine and Engineering, OH  
Colby College, ME  
Colby-Sawyer College, NH  
Connecticut College  
Dartmouth College Amos Tuck,  
School of Business, NH

Georgia Institute of Technology  
Hofstra University, NY  
Muhlenberg College, PA  
New England Historic Genealogical Society, MA  
Northwestern University-Technological Institute, IL  
Rice University, TX  
Trinity College, CT  
Tulane University, LA  
Tulane University Medical Center, LA  
University of Pennsylvania,  
Schools of Medicine and Law  
University of Waterloo, Canada  
Wake Forest University Baptist Medical Center, NC