

# Campbell & Company

February 7, 2007

Dear Giving Institute Member:

This past summer Campbell & Company celebrated its 30<sup>th</sup> anniversary. From very modest beginnings in a two-room office suite at One East Wacker Drive in Chicago—a building that is still home to our Chicago operation—we have grown to be a firm of close to 40 people, serving hundreds of nonprofit organizations around the country each year.

Now, as we plan for the future of Campbell & Company, we want to continue to be well prepared to serve the needs of an ever-changing and growing market...and to continue to grow the management strength of the firm.

To that end, I am very pleased to announce that, effective March 1, Peter Fissing, currently senior vice president of Campbell & Company, will assume the role of president.

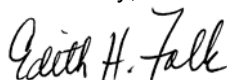
In this role, Peter will be responsible for directing the firm's operations, including overseeing the activities of our consulting staff across the country, ensuring the quality of services we provide and building the breadth and expertise of our consulting team. Peter will, of course, continue to be actively involved in new business development and direct client service.

As Peter takes over the day-to-day responsibilities for managing the firm, I will assume the role of chair and chief executive officer. In addition to continuing to be actively involved in direct client service—a role that I relish—I will also focus on strategic issues that impact our ability to serve our clients, including developing new markets, new services and new partnerships and expanding staff competencies. And as a board member of the Giving USA Foundation, I look forward to being an active spokesperson for the firm and our industry.

Peter has been a member of the firm since 1994, and has been instrumental in building and serving our independent school and higher education practices, building our visibility and reach in the Chicago area and throughout the Midwest and developing our associate consultant program, which has proven to be an important training opportunity for young professionals. He has led the firm's strategic planning process, helping to chart our direction for the future. And he has been a leader and visible spokesperson in our field, both as a board member and past president of the AFP Chicago chapter and now as a board member of the Giving Institute.

Over the years, Peter has been a valued member of the firm: insightful strategist, patient teacher, thoughtful manager and friend. His vision for the firm and the ways we can help our clients and the people they serve make a difference in the world are a constant motivator and inspiration to us all. We are very excited and pleased to welcome Peter to this new role!

Sincerely,



Edith H. Falk

Chair and CEO