



Donald A. Campbell, Jr.

December 5, 2023

It is with deep sadness that we share the peaceful passing of Donald A. Campbell Jr. on December 5, 2023, surrounded by family and close friends at his home in Sarasota, Florida. He is survived by his terrific daughter, Kimberly Campbell; sister, Pam (Campbell) Loutzenhiser; niece, Terri (Hirt) Kalinski (Greg); nephew, Michael Hirt (Carol); and great-nieces Ashley (Kalinski) Curren (Sean) and Stephanie Kalinski.

Coming from humble beginnings in rural Pennsylvania he created a beautiful and remarkable life from the opportunities and struggles he faced. Don was an extremely generous man, spending his life giving back to charities that were important to him and bolstering the communities he loved. Don always focused on improving the world around him – and he did it with a perfect blend of being kind, driven, and tenacious. Don was a unique individual with many interests. He was known for his quick wit, endless energy, and desire to participate 150% in whatever he was working on. He could always recognize the potential in his family, friends, and acquaintances, providing tremendous support for what was important to them.

Throughout his life, Don found joy through sailing and antique cars, to name a few of his hobbies. Don sailed competitively for over 55 years. He raced the Chicago to Mackinac Race 33 times and won his section 3 times. He earned “Boat of the Year” titles in Chicago several times and raced competitively in

the Atlantic for several years. Later in his life, he spent many years snowbirding in the British Virgin Islands, living on his sailboat, where he hosted many friends to island hop and explore. Don also dabbled in real estate developments for several years and he constructed six new seven-figure homes on Chicago's North Shore.

Don Campbell formed Campbell & Company in July 1976, guiding the company to national prominence as the United States' leading not-for-profit fundraising, marketing, and executive search firm. He became Chairman in 1995 and retired from active management in 2006. During his 45 years of campaign and development experience, he was personally associated with campaigns and programs that generated over \$3 billion in philanthropy.

Don's career spanned as Executive Director of the Fenn College Alumni Association, Cleveland, OH; Development Director of the American Heart Association, Cleveland, OH; Regional Director of the University of Michigan's \$77 million Campaign (1964); Regional Director of Dartmouth College's \$55 Million Campaign (1966); Capital Fundraising Manager of Case-Western Reserve University, Cleveland, OH; and he became Vice President of Charles R. Feldstein & Company, Chicago, IL; before starting Campbell & Company.

Don sat on the Boards of the TKE Foundation, Associated Colleges of Illinois, and Klairmont Kollection Auto Museum (Chicago). He was past chairman of several Boards: Friends of the Wilmette Public Library; Board of Governors of the Illinois Saint Andrew Society; Member of the Campaign Advisory Committee of the Wilmette District 29 High School Science Building Campaign; and Member of the Advisory Committee of Northwest Community Hospital's Youth Center.

Previously, he served as organizing Chair of the IUPUI's Center on Philanthropy's Board of Governors, Chairman of the Board of Governors of

the Illinois Saint Andrew Society, he was a two-term Chairman of the Board of Directors of the Association of Fundraising Professionals (AFP), a Board member of the New Trier High School Educational Foundation. He is also the past Chairman of the Development Committee of United Way of Chicago and the past President of the Chicago Chapter of the AFP.

In early 2023, Don funded the Campbell Chair in Fundraising Leadership at the Lilly School of Philanthropy at IUPUI, now chaired by Genevieve Shaker, Ph.D. In 2020, Don received Indiana University's Bicentennial Medal for distinctive service to the University.

In 2006, he received the Association of Fundraising Professionals' Founder's Medallion for his many contributions to the Association and the profession. He received the AFP Chicago Chapter's first President's Award for distinguished service to the fundraising profession.

In 2002, the Center on Philanthropy at Indiana University awarded him the Henry A. Rosso Medal For Lifetime Achievement in Ethical Fundraising. In 2000, he received Indiana University-Purdue University's "Spirit of Philanthropy" award.

In 1993, he was honored by AFP National as the Outstanding Fund Raising Executive of the Year.

He earned his BBA from Fenn College (now Cleveland State University) in 1959 with a major in marketing.

After retirement, he continued to serve on selected Boards, advise several NPOs, and venture into real estate development and investment, traveling and allocating as much of his time as possible to being "Dad" and "GrandPaw"

to his terrific daughter, Kimberly, and her dog.

A celebration of life to honor Don will be held May 18, 2024 in Chicago, IL.