

DANIEL P. SAFTIG

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Dan Saftig is a results-oriented nonprofit leader and fundraising professional with more than 30 years of standout success.

Dan currently serves as the Arizona State University Foundation's chief development officer in and is responsible for all aspects of ASU's fundraising operation across five campuses and 16 colleges, schools and institutes. He leads a team of some 120 professionals across the enterprise.

ASU posted a record fundraising total in 2015-16 with more than \$200 million in new gifts and commitments in Dan's first full year in the position. He is currently the architect of ASU's first comprehensive campaign in 15 years with an expected goal topping \$1.5 billion.

Prior to establishing his own consulting business, Dan served as president and CEO of the Iowa State University Foundation. Since Dan's arrival in July 2003, more than \$1 billion in private support was secured for the benefit of Iowa State. In 2011, the ISU Foundation completed the largest campaign in Iowa State's history — Campaign Iowa State. The ISU Foundation secured more private support during Campaign Iowa State than in the previous 25 years. In 2010, Non Profit Times named the ISU Foundation as one of the best nonprofits to work for in America.

Prior to his nearly nine years at Iowa State, Dan served as VP of marketing and communications for the Minnesota Medical Foundation (MMF) at the University of Minnesota. During his tenure at MMF, the organization completed a \$500 million campaign supporting medical research and education.

Dan's career also includes Penn State University where he led the annual giving, regional major gift, and prospect research programs. He has also represented the American Heart Association in Wisconsin and California, and worked for CCS, a national consulting firm, as an executive campaign director.

Dan began his career as sports information director at the University of Wisconsin-La Crosse where he earned his bachelor's degree. He also holds a master's degree in nonprofit administration from the University of San Francisco.

Dan has worked with numerous nonprofit organizations including churches and parachurch ministries. He has served as a consultant to more than a dozen universities including the University of Michigan, UCLA, University of Georgia, and University of Toronto.