Daniel P. Saftig

Senior Consultant & Principal/Leader, Higher Education Practice

EDUCATION   University of Wisconsin-La Crosse, B.S.
University of San Francisco, MNA.

RESIDENCE   Scottsdale, Arizona

Professional Experience

Dan has enjoyed a successful 35-year career in fundraising, serving four large public universities and providing consulting services to many colleges, universities and nonprofit organizations.

Dan is passionate about maximizing philanthropy through uncommon leadership and cohesive team performance. He is known as an outstanding coach, strategist, and mentor to many advancement leaders and their senior teams.

Prior to joining Marts & Lundy, Dan led the fundraising team at the Arizona State University Foundation, helping to launch ASU's first comprehensive campaign in 25 years. Previously, as President and CEO of the Iowa State University Foundation, Dan and his team attracted more than $1 billion in private support while completing the largest campaign in Iowa State's history. Under Dan's leadership, the ISU Foundation was named by *Nonprofit Times* as one of the top 10 nonprofit organizations to work for in America.

As Vice President of Marketing and Communications for the Minnesota Medical Foundation (MMF) at the University of Minnesota, Dan helped lead a $500 million campaign supporting medical research and education.

Dan was the architect of the groundbreaking Penn State annual giving program in the 1990s. He also worked for the American Heart Association in Wisconsin and California and as an executive campaign director for CCS, a national consulting firm.

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 is a John Maxwell-certified coach, trainer and speaker on issues related to leadership and healthy and productive fundraising teams.

Representative List of Clients

Boston College • Butler University • Louisiana State University • San Jose State University
University of Alabama • University of California, Davis • University of California, Irvine
University of Colorado • University of Delaware • University of Hawaii