

Linda J. Safran, CFRE

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- 2010- present **Buffalo Neuroimaging Analysis Center of the Jacobs Neurological Institute**
Development Director
Responsible for \$5million campaign for CCSVI research for multiple sclerosis
- 2007-2010 **Sacred Heart Parish and School** **Director of Development**
4/5 time position responsible for \$4 million annually for parish and school
- 1994 - 2010 **The Development Collaborative** **President**
Provided short and long-term fund-raising and management counsel to nonprofit organizations. Consulting work included major and planned gift consulting, acting Executive Directorships, capital campaign planning, director searches.
- 1997- present **Maryland Home & Community Care Foundation** **Executive Director**
Grantmaking and board support for \$2million private foundation funding non-profit organizations serving Marylanders with underserved healthcare needs
- 2003- 2006 **Episcopal Community Services of Maryland** **Director of Development**
4/5 time position responsible for major gifts, planned giving, and special events.
- 1992 - 1993 **Maryland Public Television** **Manager, Charitable Gift Planning**
Responsible for creating major gifts, planned giving, and endowment programs. The station's largest bequest of \$500,000 was realized due to new promotional efforts including major gift society. Submitted a NEH Challenge Grant proposal, created major gift promotional TV spots and monthly Program Guide development pages.
- 1990 - 1992 **The Enterprise Foundation** **Associate Director Resource Development**
Responsible for managing \$7 million Special Gifts Division of \$50 million campaign. Established a planned giving program and raised \$1 million planned gift. Created Research
- 1984 - 1990 **Johns Hopkins University** **Director of Library Development**
1987-1990 \$5 million library humanities endowment campaign of \$650 million campaign
Secured \$1 million 4:1 NEH Challenge Grant: Over \$2 million raised in 2 years.
- 1984-1987 **Fund For Johns Hopkins Medicine** **Assoc. Director Patient Programs**
Managed 6 direct mail campaigns to support medical research and patient care.
Raised major gifts regionally for Hospital & School of Medicine on the Eastern Shore and for three departments. Raised over \$2 million. Supervised Patient Identification Program.
- Professional** Maryland Association of Non-Profits Standards of Excellence Committee, Peer Reviewer
"Library Campaigns" *Raising Money For Academic & Research Libraries*, Schuman, NY, 1991.
Chesapeake Planned Giving Association: Board member 1993-99, Advisory Board 1999-present
Software: Raisers Edge, ResultsPlus, Wealth Engine, FilemakerPro, MSWord and Excel
- Volunteer** Second Presbyterian Church: Deacon
Presbytery of Baltimore: \$1.5 million Capital Campaign Committee
Maryland Assoc. Non-profit Organizations: Peer Reviewer
- Education** University of Michigan, B.A. in History
Goucher Management Institute, Graduate Certificate Business Management
- References** Available Upon Request