



**Gary Scharfman** is a seasoned fundraiser who brings more than 20 years of experience as a successful grant writer. His career in the nonprofit community has centered on generating funds from corporations and independent foundations to promote social and economic justice, including health equity.

Gary is the Director of Corporate and Foundation Grants at NPower, a national organization whose array of foundational and advanced IT workforce development programs create pathways to economic prosperity for under-resourced young adults and military veterans. Anchored to an outcome-driven perspective, his grant writing has resulted in more than \$6.5 Million in support since joining NPower in June 2016.

From 2013 to 2016, Gary served with UDAR, the fundraising driver for NYU, where he channeled his grant writing expertise to secure more than \$2 Million in grants for nurse-driven research and much needed scholarship support. As Director of Grants Fundraising at United Way of New York City from 2008-2013, Gary raised more than \$5 Million to support a diverse portfolio of human services-based initiatives.

Gary began his fundraising career as a volunteer for In the Life Media, a fledgling social justice nonprofit. He soon joined the staff, and as the organization grew to become a respected leader in LGBT television journalism, so did his development responsibilities, first through membership acquisition, then transitioning into foundations and major gifts.

Since April 2018, he has served on the Advisory Council of Rescuing Leftover Cuisine, a nonprofit that is harnessing the power of technology and volunteerism to end hunger. Previous volunteer affiliations include Eastern Long Island Hospital Foundation Development Department, and the Architecture and Photography committees of the National Arts Club.

Gary holds a B.A. from Binghamton University with a double major in History and Political Science.