



Ian Koski

Senior Client Manager

Ian Koski is a Senior Client Manager at Blue State Digital, working with a portfolio of clients including Senator Ted Kennedy, Senator John Kerry, Governor Martin O'Malley, the Presidential Inaugural Committee, and the U.S. Olympic Committee.

Blue State Digital is a leader in online fundraising, advocacy, social networking, and constituency development programs for nonprofit organizations, political candidates and causes, and corporations. Since its founding in 2004, Blue State has delivered successfully on the promise of the Internet to more than 200 satisfied clients, including Obama for America, National Geographic, the Democratic National Committee, the Alliance for Climate Protection, and the Communications Workers of America, raising over \$500 million in contributions to date and generating tens of millions of online signups and actions.

Ian joined Blue State Digital in February 2008 after three years as the founder and creative director of On Deck Communication Studio, where he crafted communications strategy and developed web sites for a variety of Democratic campaigns and causes.

Ian's experience in politics is complemented by seven years as a journalist at newspapers in New York and Pennsylvania, covering politics, education, and sports. He continues to write a column on NationalsPride.com, an independent web site that covers the Washington Nationals professional baseball club. Ian co-founded the site before the Nationals' inaugural season and continues to be its managing editor.

In 2005 and 2006, Ian led a grassroots campaign in the Washington metro area aimed at getting cable giant Comcast to begin carrying the Mid-Atlantic Sports Network, which had broadcast rights for the Nationals. After a months-long petition drive, he organized a widely covered bipartisan press conference at RFK Stadium that featured members of Congress and state legislators all calling for a resolution to the dispute. Several months after the resultant Congressional hearing, at which Ian testified, Comcast relented.

He has published articles on online campaigning in several reports and journals and is a contributing author to the book "Getting Results: A Guide for Federal Leaders and Managers." He holds a bachelor's degree in communication from Villanova University and a master's degree in political management from the George Washington University. He lives in Arlington, Virginia.