

Janet Zahn

A fundraising expert who lays out a complex process, but walks alongside people making the implementation feel easy and fun.



Janet brings a down-to-earth passion for non-profit work and expertise in capacity building to Kennari Consulting. Her ability to coordinate large projects, inspire volunteers and keep many balls in the air at once makes Janet well-suited to manage capital campaign projects and help guide board development for our clients.

Janet has a unique gift in guiding staff and volunteers through a systematic process, finding areas where it makes sense to be creative and helping keep things in focus when they start to veer off course. She pays attention to details but never loses sight of the big picture. She'll hold meeting attendees to an agenda and keep everyone on the same page.

Janet can put a donor at ease and talk comfortably in a feasibility study, but she can also light a fire under volunteers when it's time to take action. She understands the internal growth process of non-profits as they move to higher levels of refinement in fundraising.

Most recently before joining Kennari Consulting, Janet successfully coordinated a campaign which took a small, free clinic housed in the basement of a church to a 6,800-square foot, LEED Gold certified clinic in a renovated former school. This campaign surpassed its goal, bringing the organization into increased community visibility and raised its level of fundraising to a much higher sophistication.

Janet joined Kennari Consulting in 2012, with nonprofit experience dating back to 2004. Janet excels at providing our clients with the necessary tools for a successful feasibility study and capital campaign, as well as annual fund support in the areas of board development and major gift programs.