

Mary Summers

A no-nonsense visionary who can put the right pieces in place to achieve big development goals.



As someone who spent several years in a “one person shop,” Mary has practically seen and done it all when it comes to development. There isn’t much that surprises her, though she never tires of a tried and true method or hearing about a great development win. Mary has a unique gift for helping to shape the fund development strategies of organizations while teaching staff, boards, and volunteers how to put the right pieces in place to realize those goals.

Mary works with clients in creating a development plan that is appropriate for the organization and prioritizing tasks that are essential to maximizing fundraising opportunities. She helps in the creation, implementation, and management of major gift programs and donor development committees. Mary also spends a significant amount of time with boards helping them create structures and processes that strengthen engagement in philanthropy. She also helps build the nominating and governance processes necessary for successful fundraising.

Throughout her career, Mary has managed more than \$20 million in fundraising efforts and gained experience in endowment campaigns, capital campaigns, and capacity building campaigns as well as working with volunteer committees, events, direct mail, and grant writing.

Mary joined Kennari Consulting in 2014 with nonprofit experience beginning in 1998. Her areas of expertise include: capital campaign management, annual fund processes, and working with boards and volunteer committees. Mary obtained a BA in Interpersonal Communications from Alma College in 1998, and received a Certificate in Fundraising Management (CRFM) from Indiana University. Mary has previously held board positions for the Association of Fundraising Professionals for West Michigan, and currently oversees Grand Rapids Women In Development.