



**KENNARI**  
CONSULTING

# Strong Communities Developed By Sustainable Organizations

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BLANDFORD NATURE CENTER






Kendall  
College of Art and Design

The Historic Federal Building  
17 Pearl Street NW

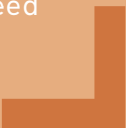
FERRIS STATE  
UNIVERSITY

FERRIS STATE UNIVERSITY  
KENDALL COLLEGE OF ART AND DESIGN



Organizations are focused on the needs of their constituents. You serve the needs of your community, but your organization must be sustainable in order to ensure your programs can succeed. You know the value of fund development and organizational planning, but often the tyranny of the urgent keeps you from focusing on the long term.

Developing a successful, sustainable nonprofit is not a matter of luck. The Kennari Consulting model is a deliberate program that has been proven successful for our clients for over ten years. We will train you on this method, readily giving you the tools you need to ensure the advancement of your organization.



## Why Choose Kennari?

You'll be successful working with us because we will teach and walk alongside you, because we have been in your shoes. "Kennari" is Icelandic for "teacher," and with that mindset we teach your staff, board members, and volunteers to be ambassadors of your mission. Through our consulting services, we coach and advise your team as well as help you grow your internal capacity through direct services.

Kennari Consulting works with a variety of organizations through fundraising and project/program development services. We have assisted hundreds of organizations and municipalities to achieve their financial goals and move their mission forward.



**Sandi Frost Steensma**  
*President and CEO*



**Laura Kruisenga**  
*COO*

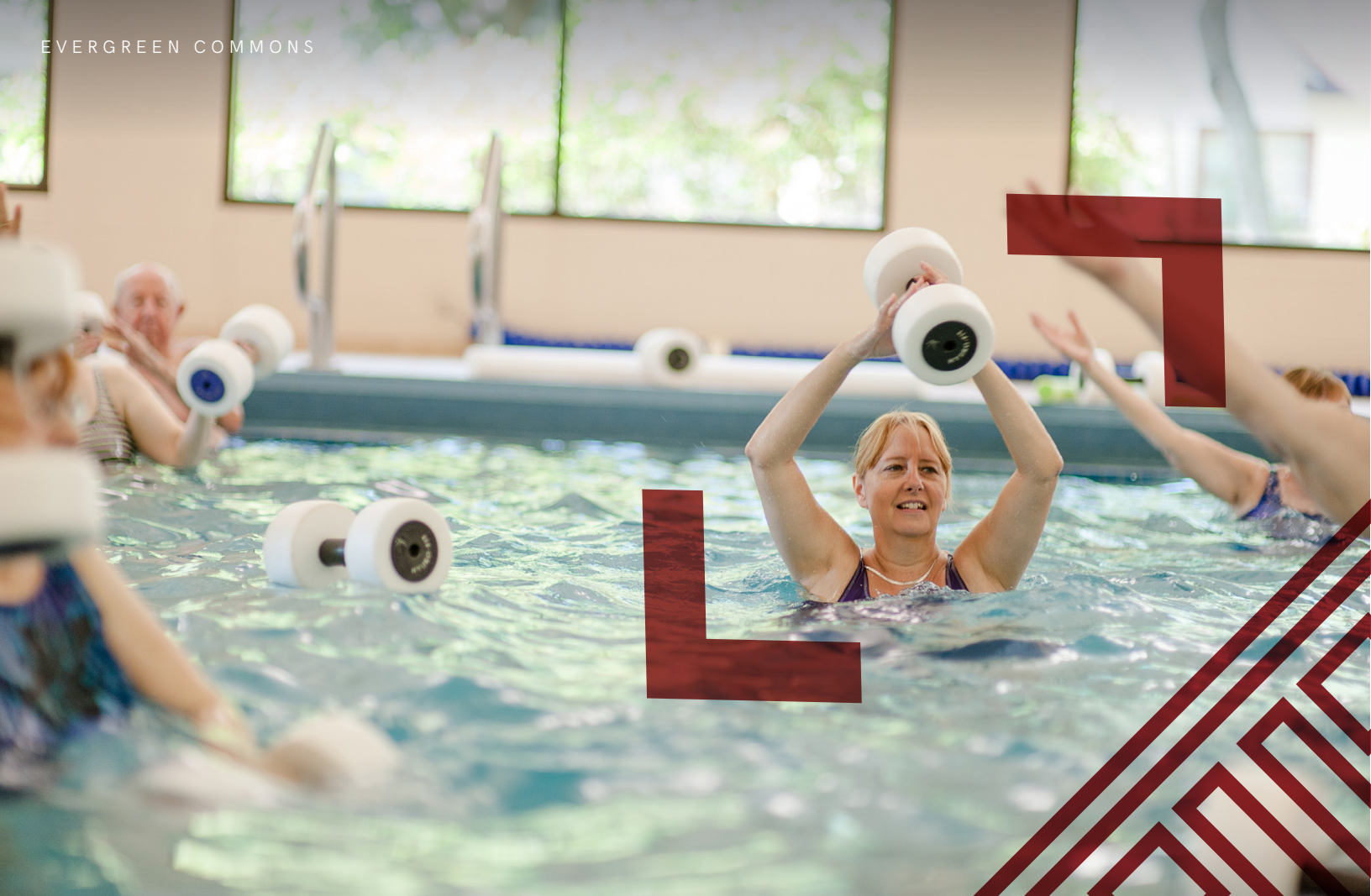


**Mary Sumners**  
*VP of Annual Giving*



**Josh Spencer**  
*VP of Grants*





## Developing Sustainable Organizations and Communities

Organizations like yours rely on the support of funders of all sorts, and those funders are looking for more than just programs. They are looking for an organization that has a strong vision, ambitious goals, a strong funding base, and more. We are here to support your organization as you achieve those goals, whether it is helping you build sustainable programs, fund those programs, or develop campaigns to build new capacity.

Our job is to equip your staff and volunteers with the messages, tools, and knowledge to succeed, no matter what you are undertaking. This approach means that Kennari Consulting can support you at each step; a team ensuring your organization's success.

## Broad-Based Experience

Kennari Consulting has taught hundreds of nonprofit organizations how to achieve greater levels of accomplishment in fundraising and organizational development. We do this by providing multiple levels of support, from consulting to direct services.

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### Consulting

- Annual Fund Development
- Capital & Endowment Campaigns
- Project Campaigns
- Planned Giving
- Pre-Campaign Preparation
- Support for Foundation Development

### Direct Services

- Board Training
  - Grant Writing
  - Database Management
  - Program Development + Nonprofit Business Plans
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## Our Community Has Noticed Our Work

### Dorothy A. Johnson Excellence & Achievement Award Winner 2017

*Mary Sumners - YNPN GR*

### EPIC Award Winner 2016

*Woman-Owned Business of the Year - GR Chamber*

### Tribute Award Winner 2015

*Business, Management, Industry and Labor - Sandi Frost Steensma - YWCA*

### EPIC Award Finalist 2015

*Small Business of the Year - GR Chamber*

### "50 Businesses to Watch In Michigan" Finalist 2019

*Michigan Celebrates Small Business*

### Top Women-Owned Business Finalist in 2013, 2015, and 2017

*Grand Rapids Business Journal*







“Kennari Consulting was extremely helpful to us when we established the Mary Free Bed Rehabilitation Hospital Foundation. We were able to get up and running in very little time with new donor software implementation, a successful first-time annual appeal, a comprehensive feasibility study, and a successful \$16 million capital campaign. Their insight on best practices has been invaluable.”

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*Darrow Goodspeed,  
Major Gifts and Donor Relations Director,  
Mary Free Bed Rehabilitation Hospital Foundation*





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GRAND RAPIDS PUBLIC MUSEUM