

MARY RAMSAY

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SELECTED PROFESSIONAL EXPERIENCE

Nonprofit GrowthGen, LLC, A consulting firm focused on growing nonprofit capacity

Cofounder and Mentor, established in 2022

- Co-designed and facilitated a two-year professional development program for those working in Hawai'i museums and cultural organizations, funded by the Native American Native Hawaiian Program of the Institute for Museum and Library Services, in partnership with Bishop Museum, September 2023 – August 2025.
- Co-designed and facilitated online GrantsGen Course for National Association for Interpretation, 2023.
- Support clients in grant writing, developing grant seeking strategies, researching potential funders, reviewing and submitting proposals, and building relationships.
- Network and convene nonprofit and cultural organizations to help identify community needs and support growth and capacity building through mentoring.
- Co-author training curricula for grant writing, project management, and strategic capacity building.
- Serve as Technical Advisor (TA) for SR Partners (formerly Skog Rasmussen), reviewing and editing grant proposals for national and Hawai'i-based organizations.

Bernice Pauahi Bishop Museum, Institutional Advancement, Honolulu, HI

Director of Foundation Relations, 2017-2022

- Created and managed a highly successful grant fundraising strategy for Bishop Museum.
- Helped to submit between 30-50 grant proposals annually to local and national private foundations and government agencies with a success rate of more than 75%.
- Helped develop Pacific Pipeline Fellowship Program and secure several Mellon Foundation grants totaling \$3 million.
- Worked closely with president, senior staff, and staff in natural science, cultural resources, education, and public programming to develop projects and grants.

Mount Holyoke College, Division of Advancement and Dean of the Faculty, South Hadley, MA

Director of Foundation Relations and Sponsored Research, 2015-2017

- Created, implemented, and managed a comprehensive, proactive strategic plan to expand and enhance corporate, foundation, and government support.
- Prepared competitive grant proposals to private and corporate foundations and government agencies and provide consistent, appropriate stewardship.
- Worked cooperatively and collaboratively with president, dean of faculty, and faculty and staff across the College, as well as external partners.
- Selected to serve on strategic planning working group, *The Liberal Arts, Academic Innovation, and the Faculty of the Future*.
- Elected to Staff Council *Multicultural Community and College Life Advisory Group*.

Amherst College, Division of Advancement, Amherst, MA

Associate Director of Foundation and Corporate Relations, 2007-2015

Historic Deerfield Museum and Village, Deerfield, MA

Acting Director of Development, 2007; Assistant Director, 2004-2006

Smith College Division of Advancement, Northampton, MA

Writer - Corporation and Foundation Relations, 2002-2004; Stewardship Officer - Donor Relations, 2001-2004; Assistant Director - Parents Fund, 1989 & 1991

Williston Northampton School, Easthampton, MA

Teacher, Assistant Dean, Editor, and Grant Writer, 1982-2000

EDUCATION AND TRAINING

Studies in Somatic Abolitionism with Resmaa Menakem, author of *My Grandmother's Hands*, 2021-present.

Studies toward Certificate of Advanced Graduate Studies (C.A.G.S.) in Social Justice Education, Graduate School of Education, University of Massachusetts, 2012-2015.

Mediation Certification, Social Justice Mediation Institute, University of Massachusetts, 2013.

M.A., Dance Education, University of Pittsburgh, Pittsburgh, PA, 1979.

B.A., Comparative Literature, Pennsylvania State University, University Park, PA., 1976.
Magna Cum Laude, Phi Beta Kappa.

COMMUNITY SERVICE AND PROFESSIONAL AFFILIATIONS

A.P.E. at 33 Hawley Arts Center, Northampton, MA Advisory Group member and pro-bono consultant, 2023-present.

Hawai'i Museum Association member and conference presenter, 2019-present.

Hawaii Alliance of Nonprofit Organizations (HANO) member and conference presenter, 2019-present.

Hula Halau Ka-waikahe-lani-malie member, 2017-present.

Co-founder of *Examining White Privilege*, a reading and discussion group focused on self-education on racial equity and white privilege, Mount Holyoke College, 2016-2017.

Amherst College: Multicultural Resource Center, Amherst College, Steering Committee member, 2009-2014.

Women in Philanthropy Board Member and Program Co-Chair, 2005-2008.