

Charlotte Davis McGhee

Charlotte Davis McGhee, Vice President for Advancement Services, joined Grenzebach Glier and Associates (GG+A) in 1994. Charlotte has more than 42 years of experience in fundraising systems and support services in both academic and business environments.

She has a special expertise in the management of gift and pledge processing; database management; system support for prospect management; providing an effective bridge between financial and technical departments and end users in the analysis of business processes in support of fundraising programs; in the definition of computer system requirements and system implementation; and in the management of the interfaces between fundraising and accounting operations. Her extensive managerial experience includes staff training and supervision.

Prior to joining GG+A, Charlotte was Director of Magazine Systems at Reed Publishing, now Reed Elsevier. From 1983 to 1994, she was responsible for system business analysis, design specification, testing, installation, and training. In addition to developing EDP business plans and budgets, Charlotte developed and supervised staff that provided information technology services for all 140 publications and business divisions, including corporate accounting. Her management systems innovations include an executive information system for modeling and forecasting, an international direct mail system for Reed PLC, and numerous marketing, billing, and production systems.

From 1981 to 1983, Charlotte served as Director of Management Information Systems at Brandeis University, where she established the MIS Department and introduced office automation to the campus. Charlotte supervised the design and implementation of systems for the financial and development divisions, created a new chart of accounts, resolved conflicting demands on an institution-wide basis, and established procedures for decentralizing data entry and database management. Charlotte designed an accounting system to meet management decision and reporting needs, and implemented a system to assist the University's loan portfolio management. In addition, she designed a fundraising, marketing, and accounts receivable system that improved transaction processing productivity by more than 300 percent.

At Radcliffe College from 1973 through 1981, Charlotte held two positions. As Assistant Administrative Dean, Charlotte introduced computers to the College, managed the computer facility, selected and installed equipment, and trained and supervised the business computing and accounting staff. She implemented a fundraising, alumni relations, and accounts receivable system that has been adopted by more than 60 major universities and colleges since 1976. Charlotte introduced cost analysis and control systems as well as budget preparation and monitoring procedures that resulted in cost savings for the College. Moreover, Charlotte implemented cash flow management procedures that enabled investment managers to optimize earnings. She also monitored compliance on all grants and contracts. As Director of Development at Radcliffe, Charlotte established an office for government, corporation, and foundation fundraising.

Charlotte received her bachelor's degree from Chatham College and a master's degree from the University of Pittsburgh. She has completed additional training at the Harvard Business School Executive Education Program and Coopers and Lybrand (now Pricewaterhouse Coopers). She served as Project Director at the Robert Taft Institute of Government and was a Fellow of the American Association of University Women.

During her tenure with GG+A, Charlotte has provided counsel to the following client institutions:

International Clients

University of Aberdeen
Ben-Gurion University of Negev
Bristol University
Cambridge University
City University London
Durham University
Edinburgh Napier University
Glasgow Caledonian University
INSEAD
Ivey Business School, Western University
King's College Cambridge
University of Leeds

Liverpool Johns Moores University
London Health Sciences Foundation
London School of Economics
McGill University
McGill University Health Care Foundation
Montreal Children's Hospital
Oxford University
University of Queensland
Royal Scottish Academy of Music and Drama
Royal Scottish National Orchestra
Sydney Opera House
University of Warwick

Education

Albright College
University of the Arts
Babson College
Ball State University
Birmingham University
Bowling Green University
Bridgewater State College
Brigham Young University
Bryant University
California University of Pennsylvania
University of California, Davis
University of California, Los Angeles
University of California, Riverside
University of California, San Diego
University of California, San Francisco
California State, Chico
California State, Fresno
California State, San Bernardino
Cal Poly Pomona
Carnegie Mellon University
Clarkson University
Clemson University
University of Colorado
Columbia University
Connecticut State University System

Dana Hall School
Eastern Washington University
Emporia State University
Erikson Institute
Georgetown University
Graduate Theological Union
Harvard University
University of Hawaii
University of Houston
Indiana State University
Iowa State University
Johns Hopkins Institutions
Kansas State University
Kennedy School of Government
Kent State University
The Madeira School
University of Maryland Medical System Foundation
Marymount University
University of Miami
University of Michigan
Middle Tennessee State University
Milwaukee School of Engineering
University of Minnesota Institute of Technology
University of Missouri
University of Missouri - Kansas City

Mount St. Mary's College
National Academy of Sciences, National Academy
of Engineering, Institute of Medicine
University of North Carolina – Greensboro
Northern Michigan University
Northeastern University
Oklahoma State University Foundation
The Ohio State University
Paul Smith's College
University of Pennsylvania
The Pennsylvania State University
University of Pittsburgh
Radcliffe College
Rhode Island School of Design
Ripon College
University of Rochester
Saint Joseph's University
Scripps Institution of Oceanography
Seton Hall University

Healthcare

Association of American Medical Colleges
Children's Hospital, Los Angeles
Children's Hospital of Philadelphia
City of Hope
Harvard Medical School
Hebrew SeniorLife
Hoag Foundation
Los Angeles Orthopaedic Hospital
Loyola University Medical Center
Ann & Robert H. Lurie Children's Hospital
of Chicago
Mayo Clinic

Arts & Culture

Carnegie Museums of Pittsburgh
The Clark Art Institute
Denver Botanic Gardens
Indianapolis Museum of Art
The Jewish Museum
KCET
Lincoln Park Zoo

Sidwell Friends School
University of South Dakota
University of South Florida
Southern Illinois University at Carbondale
Stanford University
State University of New York at Stony Brook
Summit Country Day School
Sweet Briar College
Thomas Jefferson University
University of Toledo
Utah State University
Villanova University
University of Washington
Western Illinois University
The Wharton School, University of Pennsylvania
College of William and Mary
University of Wyoming
Yale University

Memorial Sloan Kettering Cancer Center
The Mount Sinai Medical Center
National Jewish Medical and Research
Foundation
Lucile Packard Foundation for Children's Health
New York Eye and Ear Infirmary of Mount Sinai
Partners Healthcare System, Inc.
Penn State Milton S. Hershey Medical Center
Rush University Medical Center
The University of Texas Medical Branch at
Galvesto

Missouri Botanical Garden
New World Symphony
Peabody Essex Museum
Philadelphia Museum of Art
Philadelphia Orchestra
San Francisco Museum of Modern Art
San Francisco Symphony

Voluntary Sector

American Association of University Women

Boys & Girls Clubs of America

*Combined Jewish Philanthropies of
Greater Boston*

Lutheran Social Services of Illinois

Mercy Corps

The Pew Charitable Trusts