

Charlotte Davis McGhee



Charlotte Davis McGhee, Vice President for Advancement Services, 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 McGhee 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

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

Seton Hall University
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
Galveston*

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

Barack Obama Foundation

Boys & Girls Clubs of America

*Combined Jewish Philanthropies of
Greater Boston*

Lutheran Social Services of Illinois

Mercy Corps

The Pew Charitable Trusts