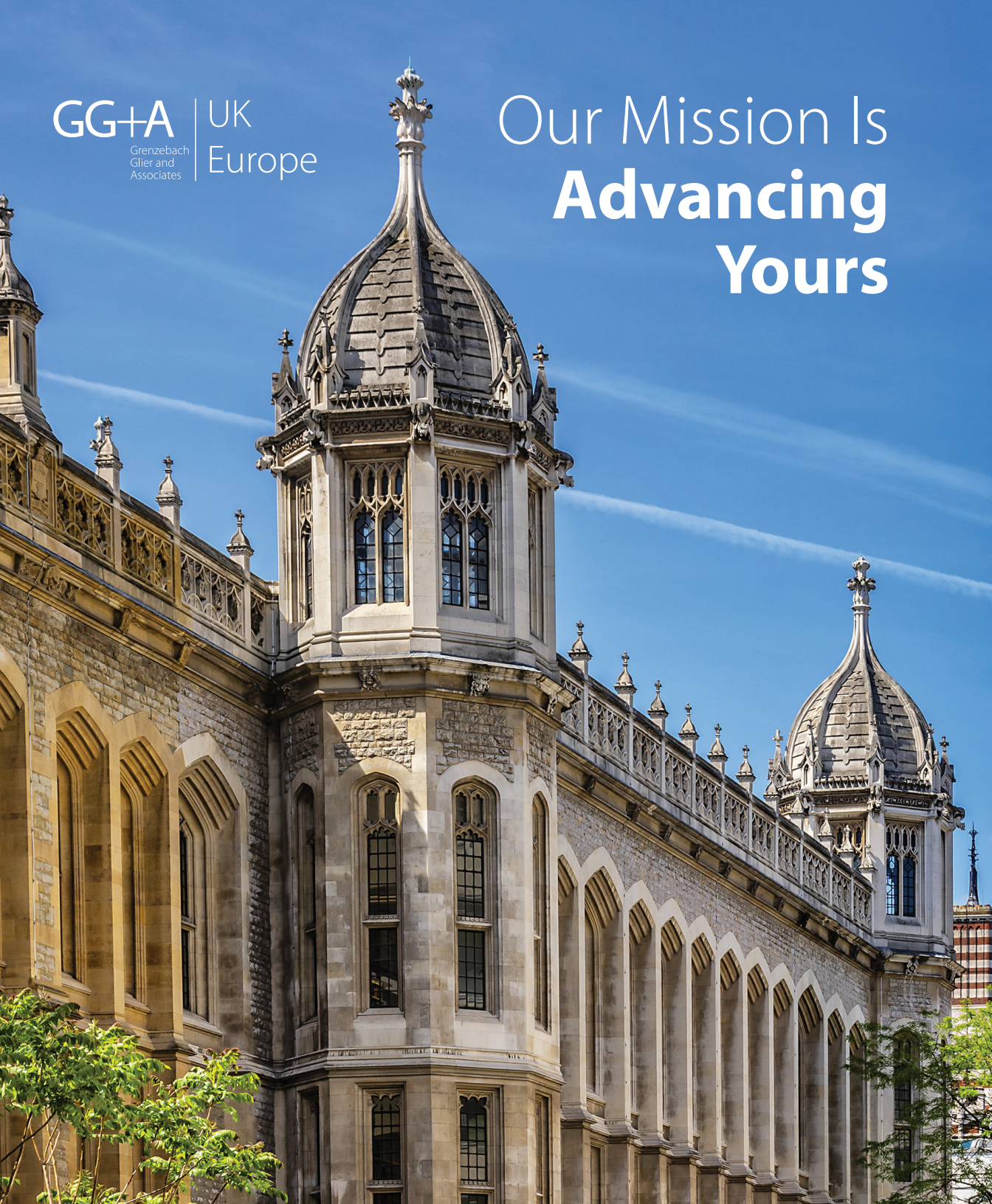


GG+A | UK
Grenzbach
Glier and
Associates | Europe

Our Mission Is **Advancing Yours**



GG+A Values

We want to ensure your institution’s long-term success.

That is why we work with you to develop a clear plan of action, complete with the analysis, strategy, and tactics needed to accelerate growth. With a diverse group of consultants and senior leaders from every sector, GG+A is committed to the following principles, which shape our partnership with you:



BY THE NUMBERS



60+

Years of service to
global institutions



1991

GG+A opens its first
London office



3,000+

Consulting and support services
to more than 3,000 nonprofits
and NGOs worldwide



€1.8M – €6.3B

Client fundraising goals



450M+

Donor records evaluated
for philanthropic capacity
and likelihood



30+/7

Our client work has reached
more than 30 countries and
7 continents

Our Mission Is Advancing Yours



It is a real privilege to lead GG+A's UK and Europe practice area, and to partner with clients across many sectors to support them in meeting their philanthropic ambitions. As a firm, we are fully committed to continuous learning, and continuous improvement — both at the individual and organisational level — and over the last 60 years, GG+A has had the pleasure of partnering with more than 3,000 clients, including a substantial number based in the UK and across Europe.

We are incredibly proud to have had a presence in London for more than 30 years, and have been delighted to work with numerous organisations over that time. Our global client relationships are especially important to us and continue to inform and enhance all our work as a firm.

In our partnership with clients, we've learned that the perceptions and practice of philanthropy differ around the world. We're very aware that the historical and cultural norms that influence giving can vary across many geographical and political landscapes — from the employment of professional fundraisers and the willingness to invest in fundraising programmes, to the nuances of soliciting and stewarding donors and the engagement of academic and executive partners in the fundraising process. GG+A's senior consultants continue to build our understanding as we provide support to clients in higher education, healthcare, arts and culture, independent schools, and across the charitable sector.

At GG+A, we are very enthusiastic to partner with more organisations across the UK and Europe, and to collaborate with you and your teams to drive growth and achieve your ambitious goals. You can learn more about members of our consulting team later in this brochure (see page 13).

If we can help to support your objectives, please don't hesitate to contact me at iwilson@grenzglier.com or +44 7811 196 304.

I look forward to hearing from you.

Ian Wilson

Senior Vice President, UK and Europe

"The **University of St Andrews** has significant ambitions, and the role of philanthropy is central in meeting those. We are committed to developing a fundraising programme that adheres to best practice principles, ensuring sustained philanthropic growth. Our partnership with GG+A is built upon a foundation of openness and honesty. Drawing inspiration from insights both here in the UK and globally, GG+A's objective, strategic counsel has been of immense value to us, not only within Development, but also in aligning key stakeholders across the institution behind all it is that we are seeking to achieve."

*Robert Fleming, Director of Development,
St Andrews University*



We Partner with You to Find Solutions

Fundraising is an opportunity to support a bold vision.

With a shifting philanthropic landscape, and the increased pressure on institutional operating budgets, the ability to meet and exceed fundraising goals requires focus and a robust strategy.

For institutions that have been largely state supported, and in countries where private philanthropy is less prevalent, many of our global clients are now seeking to develop and strengthen philanthropic giving. With the right tools and resources, fundraisers are empowered to do their best work, connecting the generosity of donors with meaningful, charitable causes.

GG+A has worked with many organisations that have called upon our consulting services and strategic counsel for operational planning and budget discussions. One recent UK client working in medical research needed a frame of reference — relative to peers within the sector — for assessing its own productivity to best deploy resources. Our resulting benchmarking analysis helped this organisation to gauge the progress of its development and provided an opportunity to position its fundraising programme for additional investment.

GG+A's consultants bring together comparative data and our long history of building experience with clients across sectors. We will harness your strengths, collaborating with you to identify opportunities that accelerate growth.

As with each client partner, we strive to learn everything there is to know about your distinct context, helping us to provide evidence-based solutions and actionable plans that support you in achieving your philanthropic goals. We have worked with more than 50 UK universities and educational institutions, along with many different organisations across healthcare, arts and culture, and the broader charity sector.

We will work alongside you to create an aspirational but realistic roadmap to raise the funds you need for your institution to thrive.

The campaign for the **University and Colleges of Cambridge**, the largest in Cambridge's history, surpassed its campaign goal, raising more than £2.2 billion, from Europe to Antarctica. The campaign successfully harnessed philanthropy to impact every continent. More than 80,000 alumni donated to the University and Colleges throughout the campaign, in addition to committing thousands of volunteer hours to Cambridge.

GG+A partnered with gift officers on individualised strategies and supported engagement with academics across every discipline at the University. This helped 400 academic-related posts receive philanthropic support in subjects ranging from crop science to climate law. And Cambridge's leading research in areas like the early detection of cancer, public policy, and rethinking measures of economic progress have all been advanced because of the campaign.



Ways We Partner

Our consulting services are designed to help organisations grow their fundraising programmes by addressing their specific needs and aspirations.

We collaborate with you to maximise your potential for growth, which includes building a deep understanding of your fundraising programme and identifying key opportunities; preparing for major philanthropic campaigns; and delivering training for fundraisers, organisational leaders, and volunteers.

Fundraising Counsel

We partner with you as you invest in your fundraising programme, helping to build the teams and structures required to meet the needs of your organisation. Our counsel is not only informed by data and institutional knowledge, but it is also guided by who you are and where you want to go.

Our team can provide a broad range of services and counsel to further understand your current donor base, identify new potential donors, develop compelling communications, and to drive greater engagement amongst your supporters.

Esade, Barcelona, Spain



Programme Review

Engaging and cultivating donors with the highest potential to support your organisation requires robust systems and processes that work together seamlessly. As we better understand your distinct situation and your organisational ambitions, we can craft a roadmap to help you achieve sustainable growth in philanthropic support.



IE University, Spain

Campaign Planning and Preparedness

Fundraising campaigns continue to be a very effective means of achieving accelerated and sustained growth in philanthropy. GG+A has collaborated with many clients to support their campaign planning by providing campaign readiness assessments and feasibility studies, and by helping institutions craft an inspirational campaign vision that connects their unique strengths with the passions of potential donors.

Alumni and Constituent Engagement

To drive engagement among key supporters, today's alumni and constituent leaders must define priorities, obtain sufficient data, integrate their work with other Advancement functions, and establish clear roles and responsibilities across the wider institution. GG+A understands the complexities of these initiatives. We provide analytics, facilitate joint planning sessions, and collaborate with you to implement practices that help to deepen connections and relationships with your diverse and valued communities.

Training and Coaching

GG+A has long been committed to high-quality, bespoke training across the Advancement field — providing training and mentoring that is focussed on new initiatives or recognised programme gaps. We will work with your fundraising employees, trustees, volunteers, and senior leaders to provide effective and interactive training, specific to your own landscape and your fundraising challenges. These sessions will help to highlight key roles in relation to fundraising and equip your team with strategic tools for engaging and stewarding donors at every level of giving.

Strategic Communications

To inform and engage prospective donors, you need compelling communications that are thoughtfully produced and strategically delivered. From informational materials, to messaging platforms and explicit and carefully configured propositions, our team will work with you to build the collateral that supports your communication with key audiences. Our writing professionals are skilled and experienced in working across every corner of higher education, and at every level of a fundraising programme or campaign.



American School of Milan, Milan, Italy

"At a time of significant transition within **University College London**, GG+A continues to be an invaluable resource as we prepare to launch one of the most significant philanthropic campaigns seen across Europe. The experience, high-quality data, and supporting evidence provided by GG+A's consultants have been a critical factor as we prepare both the Advancement department and the wider institution for such growth in philanthropic support."

*Angharad Milenkovic, Vice-President,
Advancement, University College London*



Philanthropic Analytics

Philanthropic analytics provides the data you need to understand your fundraising potential and develop a plan to achieve it. Our analytics team is a part of almost every client engagement, working collaboratively with our consultants across each sector and fundraising discipline. We marry sophisticated tools with your in-house data to help customise your fundraising initiatives around key prospect communities.

Advancement Services

Every fundraising and Advancement programme must build the tools, practices, and resources to support donor and gift management, gift agreements, consistent CRM use, and the management of information required for growth and new investment. Our experienced professionals in this area have supported Advancement and fundraising programmes at every level.



Tate Britain, London, United Kingdom

Senior Professionals with Global Clients

We are mindful of your mission, and we will work together to help you achieve your philanthropic goals.

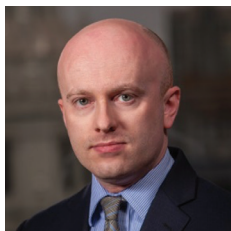
With many years of experience in the UK and Europe, GG+A will engage our senior consultants, develop evidence-based solutions, and create actionable plans to advance your strategic objectives.



Lisa Aaronson

Senior Vice President | laaronson@grenzglier.com

Lisa Aaronson is a strategic communications leader with an expertise in philanthropic analytics, Advancement services, strategic planning, stewardship, and brand strategy. She has helped to build award-winning, high-performing teams and driven bottom-line results across the healthcare and higher education sectors. The former Associate Vice President of Brand Management and Multimedia at Rush University System for Health, Lisa has partnered with clients such as the Dana-Farber Cancer Institute, Fred Hutchinson Cancer Research Center, and the University of Chicago, as well as Concordia University Montreal, the University of Western Ontario, and other global clients.



James Anderson

Consultant | janderson@grenzglier.com

James Anderson is a consultant with broad expertise in data collection, analysis, and visualisation. Originally from the UK and now based in the Netherlands, James is a graduate of the University of Birmingham and the University of Liverpool, and has worked with clients around the world, such as Dublin City University, INSEAD, the University of Alberta, the University of Cambridge, the University of Leeds, the University of Sydney, and the University of Melbourne.



Derek Bellin

Senior Vice President | dbellin@grenzglier.com

Derek Bellin brings more than 30 years of experience in leading philanthropic and communications initiatives for renowned healthcare systems and higher education clients around the world. He has partnered with King's College London, University College London, the Institute of Cancer Research, Dana-Farber Cancer Institute, Fred Hutchinson Cancer Center, and Johns Hopkins University, amongst many other notable institutions. His experience includes rebranding two of the United States' premier private research universities and one of Boston's renowned healthcare systems, as well as spearheading fundraising campaigns of more than €2.5 billion.



Valerie Boulet

Vice President | vboulet@grenzglier.com

Valerie Boulet brings extensive fundraising experience in the arts, charity, and academic sectors to her work. As a French native and current UK resident, she offers creative solutions to navigating varied philanthropic landscapes, and has partnered with clients such as the University of Montreal, the University of Ottawa, and others. Her breadth of experiences across a spectrum of fundraising environments in Europe adds significant value to GG+A.



Keith Brant

Vice President | kbrant@grenzglier.com

Keith Brant has led Advancement teams at distinguished higher education institutions for more than 30 years. He specialises in all areas of Advancement, including development, alumni engagement, marketing, advocacy, special events, and Advancement services. He has partnered with respected institutions worldwide, including Brown University, the University of Melbourne, the University of California Berkeley, the University of California Los Angeles, and more.



Bruce Flessner

Senior Vice President | bflessner@grenzglier.com

Bruce Flessner brings more than four decades of Advancement experience to his client partnerships, including 35 years in consulting and development senior leadership roles. A founder and former principal at Bentz Whaley Flessner, and former Vice President of the American University in Cairo, Bruce has led hundreds of training sessions for trustees, presidents, deans, and Advancement professionals.



Juan Garcia

Senior Vice President | jgarcia@grenzglier.com

Juan Garcia is the leader of GG+A's Analytics and Advancement Services practice, providing expertise in donor analytics, Advancement services performance improvement, comparative data studies, strategic planning, and more. He brings more than 20 years of experience in fundraising operations and strategy to his client partnerships and consults with institutions in areas such as campaign planning, prospect development, and information management. His clients include University College London, the University of Minnesota, the University of Southern California, and others.



John Glier

Chief Executive Officer | jglier@grenzglier.com

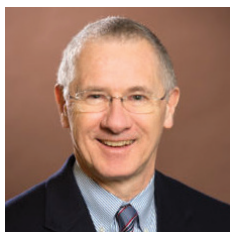
John Glier has served as GG+A's Chief Executive for more than 30 years, and is recognised internationally for providing strategic direction and philanthropic counsel to more than 200 charitable organisations around the globe. His clients include the University of Oxford, the University of Cambridge, the University of Melbourne, Club de Madrid, London Business School, HEC Montreal, and many others. As an advisor to some of the largest fundraising campaigns in higher education, he has worked with voluntary leaders, noted philanthropists, and boards at distinguished institutions in North America, Europe, Asia, and Australia.



Suzanne Hilser-Wiles

President | shilser-wiles@grenzglier.com

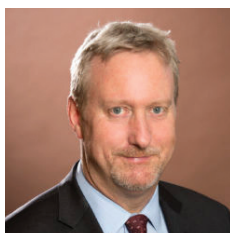
Suzanne Hilser-Wiles brings more than 25 years of experience in Advancement, programme building, and campaign planning and implementation to her client partnerships. She has worked with institutional leaders to strengthen and reinvigorate programmes globally, including the University of the Arctic, King's College London, INSEAD, Tate, Esade, Cancer Research UK, and more. Her professional background includes experience with some of the world's most notable universities and arts and cultural institutions, amongst them the Metropolitan Museum of Art and the Museum of Modern Art. A well-respected leader and advisor, Suzanne has delivered fundraising workshops in Spain, France, and the UK.



Rod Kirsch

Senior Vice President | rkirsch@grenzglier.com

Rod Kirsch brings a wealth of experience in alumni relations and higher education fundraising to his client partnerships, with a background that includes more than 30 years in higher education. Having led two capital campaigns that exceeded a billion euros, Rod is the Senior Vice President Emeritus for Development and Alumni Relations at Pennsylvania State University. He has partnered with international institutions such as the University of Sydney, the University of Toronto, the University of Waterloo, McMaster University, and others.



Pete Lasher

Senior Vice President | plasher@grenzglier.com

Pete Lasher leads GG+A's Higher Education practice area, with more than 30 years of experience in leadership, campaign operations, board and volunteer management, performance analytics, and major and principal gift programme management. He has advised numerous higher education clients in North America and the UK, including Cardiff University, the Canadian Institute for Advanced Research, INSEAD, the University of Cambridge, Queen's University Ontario, the University of St Andrews, and more.



Paul Mateo

Vice President, DonorScape® LLC | pmateo@donorscape.com

Paul Mateo specialises in information systems design and management, providing consulting support for GG+A's proprietary analytics services. His innovative approach to data analysis and business intelligence has served clients across the North American and global charitable sectors, including higher education, healthcare, arts and culture, and social services.



Jim McKey

Senior Vice President | jmckey@grenzglier.com

Jim McKey has more than 30 years of fundraising and administration experience with independent schools and higher education institutions. His professional background includes planning and managing fundraising campaigns, evaluating current programmes, defining successful donor strategies, working with governing boards, and identifying opportunities and solutions for growth. Jim has partnered with clients such as Eton College, Prince's Trust International, the London School of Hygiene & Tropical Medicine, and Upper Canada College.



Adrian Salmon

Vice President | asalmon@grenzglier.com

Adrian Salmon's background includes more than 25 years of fundraising experience across higher education, arts and culture, and the wider charity sector. With expertise in digital engagement, stewardship, direct mail, annual giving programme management, and multichannel appeals, Adrian has partnered with numerous clients in the UK and Europe. His client engagements include Aberystwyth University, Cancer Research UK, Cardiff University, Esade, IE University, Kings College London, IESE Business School, the University of Edinburgh, and others.



Andy Shaindlin

Vice President | ashaindlin@grenzglier.com

Andrew (Andy) Shaindlin has more than 30 years of experience in alumni relations, Advancement, and annual giving in higher education. His expertise includes engagement best practices, strategic planning, volunteer and board development, and alumni governance. Along with Andy's professional experience at higher education institutions, he has consulted for dozens of organisations, including the Rockefeller Foundation, IE University, IMD Business School, Aalto University, Grenoble Ecole de Management, and King's College London, amongst others.



Ian Wilson

Senior Vice President | iwilson@grenzglier.com | +44 7811 196 304

Ian Wilson leads GG+A's UK/Europe practice area, partnering with clients in every charitable sector to help them achieve their philanthropic ambitions. For more than 20 years, Ian has driven forward fundraising programmes at organisations such as Alzheimer's Research UK and Cancer Research UK, and now works with many clients, including the Institute of Cancer Research, Guy's & St Thomas' Charity, University College London, Dana-Farber Cancer Institute, and the University of Cambridge. Throughout Ian's career he has built high-performing and sector-leading fundraising, brand, marketing, and communications teams, and partnered with world-leading academics, clinicians, politicians, and global philanthropists.



Mark Wold

Vice President of Business Development & Marketing | mwold@grenzglier.com

Mark Wold has more than 25 years of experience in higher education development and philanthropic management. He has partnered with clients in programme design, fundraising, proposal development, volunteer management, development operations, and strategic planning. He currently leads marketing and business development operations for GG+A's global client base.



Sustainable Transformative Philanthropy

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