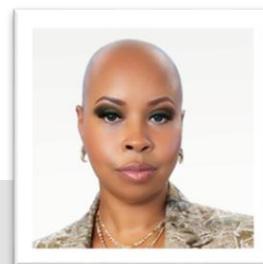


# Maia McGill

Consulting Partner



Education: Oral Roberts University, B.S.

Residence: Miami, Florida

## Experience

Maia is a seasoned industry leader with more than 18 years of experience in the higher education and philanthropic sectors. She is considered a notable authority in inclusive philanthropy and co-founded the former Office of Inclusive Philanthropy at the Florida International University (FIU) Foundation in 2021, which was the first of its kind in the nation.

The FIU Foundation Office of Inclusive Philanthropy (FOIP) brought together development professionals with community and industry partners from diverse backgrounds to inform, implement, and evaluate philanthropic strategy and programming that promoted systemic change. FOIP's target initiatives included scholarships and wrap-around support services for students, increased faculty diversity, strong and inclusive advisory board governance, social equity research, cultural competence trainings, and improved health and education outcomes.

Within FOIP, Maia cultivated a fundraising team composed of individuals with diverse cultural, racial and religious backgrounds, gender identities and sexual orientations – representation that was integral to the Office's work and to understanding the needs of the university's diverse student body. By June 2023, more than \$50 million was raised to advance diversity, equity, and inclusion initiatives university-wide.

In 2023, Maia founded the Inclusive Philanthropy Institute, led by advancement experts who are at the forefront of this national movement, bringing a wealth of knowledge, research, innovation, and distinction to their work in inclusive philanthropy, equity action, and advancing transformative solutions.

Maia has presented on the topic of inclusive philanthropy at multiple conferences, including the Counsel for Advancement and Support of Education (CASE) Annual Conference for College and University Foundations, the CASE–African American Development Officers Network Conference on Diverse Philanthropy and Leadership and was awarded the 2024 Opportunity & Inclusion Award from CASE for District III.

Maia served as the Senior Executive Director for Foundation Relations at FIU Foundation, where her contributions included raising more than \$70 million during her six-year tenure. In her role, she cultivated collaborative efforts across the enterprise and took a lead role in the integration of inclusive philanthropy, strategic planning and fundraising, and community partnerships.

Prior to FIU, her roles in higher education included serving as the Director of Community and Multicultural Affairs at the University of Rochester Medical Center. In that position, she facilitated and guided proposals and white papers for diversity research grants and initiatives; and she directed several community-based programs and screenings serving historically excluded communities – impacting thousands of residents. She also successfully cultivated and maintained relationships with key leaders in both the public and private sectors, including foundations, healthcare providers, researchers, faculty, and community-based organizations.

Maia has presented on the topic of inclusive philanthropy at multiple conferences, including the Council for Advancement and Support of Education (CASE) Annual Conference for College and University Foundations, the African American Development Officers Network Conference on Diverse Philanthropy and Leadership, the American Prospect Research Association (APRA) for prospect development, and more. In February of 2024, Maia was awarded the CASE Opportunity and Inclusion Award for District III.

She is the creator of the Donor Visibility and Inclusion Framework™ and the C.L.E.A.R. Prompting Framework™, and she is author of “Notes in the Margins: When Being Great Still isn’t Good Enough” as well as her forthcoming book “She Who Builds: The Feminist Fundraiser – Power, Strategy, and Equity in a Patriarchal Sector.”

As a Consulting Partner, Maia guides clients in the development and implementation of inclusive philanthropy strategies. Her work includes designing and delivering actionable recommendations and implementation-ready tools, from bias-informed audits and inclusive prospecting models to equity-focused metrics, including inclusive portfolio assignments. In addition, she oversees a micro-credentialing program for fundraising and advancement professionals.