

# FUNDRAISING FOR NONPROFITS

## Bibliography & Resources

Library!

### FUNDRAISING—GENERAL

Effective Fundraising for Nonprofits: Real-World Strategies that Work.

Ilona M. Bray

FIC 658.1522 BRAY 2008

Fundraising for the Long Haul

Kim Klein

FIC 361.7068 KLEIN 2000

Fundraising in Times of Crisis

Kim Klein

FIC 361.7068 KLEIN 2004

Fundraising Principles and Practice

Adrian Sargeant

FIC 658.1522 SARGEANT 2010

Fundraising When Money is Tight: A Strategic and Practical Guide to Surviving Tough Times and Thriving in the Future.

Mal Warwick

FIC 658.1522 WARWICK 2009

### GOVERNMENT FUNDING

Catalog of Federal Domestic Assistance

FIC R 352.9 CATALOG

<http://www.cfda.gov>.

This is a U.S. Government publication that lists information about financial and non-financial assistance available from the federal government.

Government Assistance Almanac

FIC R 353.0082 GOVERNMENT

Compact version of federal financial and other assistance programs.

Guide to Federal Funding for Governments and Nonprofits

FIC R 353.0072 GUIDE T v.1, v.2

Descriptions of federal programs that offer financial and related assistance to state and local governments and nonprofit organizations; Includes the Federal Grant Deadline Calendar and the Quarterly News Bulletin.

Measuring Up: *Governing's* Guide to Performance

Measurement for Geniuses

Jonathan Walters

FIC 352.3097 WALTERS

FIC R 352.3097 WALTERS

Plain language guide to the management technique known as Performance Measurement.

Government grant programs:

<http://www.grants.gov/>

Government loan programs:

<http://GovLoans.gov>

Government benefits:

<http://GovBenefits.gov>

Recovery and Reinvestment Act

<http://www.recovery.gov/>

### CORPORATE FUNDING

Corporate Foundation Profiles

Foundation Center

FIC R 061.3 CORPORA CORPORA

In-depth analysis of 248 company-sponsored foundations.

More on reverse side →



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Corporate Giving Directory  
The Taft Group  
FIC R 061.3 CORPORA CORPORA  
Profiles of America's major corporate foundations and other charitable giving programs.

Corporate Solicitation  
T. M. Byrne Enterprises  
FIC VIDEO 361.76 CORPORA 1993  
Discusses fundamental steps in gaining support from a business or corporation.

National Directory of Corporate Giving  
Foundation Center  
R FIC 061.3 CORPORA NATIONA  
Profiles over 2,250 U.S. companies that operate corporate giving programs and/or corporate foundations and that give to nonprofit organizations.

Patterns of Corporate Philanthropy  
Stuart Nolan, Gregory Conko AND Bruce Johnson  
FIC R 361.765 NOLAN  
Essays and overviews of corporate philanthropy.

## INDIVIDUALS

Building Donor Loyalty: The Fundraiser's Guide to Increasing Lifetime Value.  
Adrian Sargeant  
FIC 658.1522 SARGEAN 2004

Conducting a Successful Major Gifts and Planned Giving Program: A Comprehensive Guide and Resource.  
Kent E. Dove  
FIC 658.1522 DOVE 2002

Cultivating and Soliciting Major Donors  
Henry Goldstein, NSFRE  
FIC VIDEO 361.7097 CULTIVA  
Video that discusses the identification, cultivation, and solicitation of major donors.

Developing Major Gifts: Turning Small Donors Into Big Contributors.  
Laura Fredricks  
FIC 361.7068 FREDRIC 2006

The Everything Guide to Fundraising: From Grassroots Campaigns to Corporate Sponsorship  
Genn, Adina M.  
FIC 658.1522 GENN

An Introduction to Planned Giving  
Debra L. Thorburn  
FIC OV 361.7068 INTRODU  
Fundraising through bequests, trusts, gift annuities and life insurance.

Keep Your Donors: A Guide to Better Communications and Stronger Relationships.  
Ahern, Tom  
FIC 658.1522 AHERN 2008

Where the Money Is: A Fundraiser's Guide to the Rich  
Helen Bergan  
FIC 361.7 BERGAN  
FIC R 361.7 BERGAN  
A guide for fundraisers to help find biographical information about wealthy and prominent individuals.



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