

Select Bibliography of Development Resource Materials

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Development Resources: Books

GENERAL

Henley, Michael J. and Hodiak, Diane L. *Fund Raising & Marketing in the One-Person Shop: Achieving Success with Limited Resources*, Second Edition (1998).

<http://www.amazon.com/exec/obidos/ASIN/0965716120/americanphilanth/002-2084013-6328029>

Rosso, Henry A. & Associates. *Hank Rosso's Achieving Excellence in Fund Raising, 2nd Edition May 28, 2004* San Francisco: Jossey-Bass, 2003.

us Authors, Compiled and Edited by Carol Weisman, *Secrets of Successful Fundraising: The Best From the Non-Profit Pros* F.E. Robbins & Sons Press. 2000.

BOARD DEVELOPMENT

Chait, Richard P., Ryan, William P. and Taylor, Barbara E. *Governance as Leadership: Reframing the work of Nonprofit Boards*. Wiley & BoardSource

<http://www.amazon.com/exec/obidos/ASIN/0471684201/americanphilanth/103-6959472-1044666>

Lansdowne, David. *Fund Raising Realities Every Board Member Must Face*

<http://www.emersonandchurch.com>

BUDGETING

Quick, James Aaron, and New, Cheryl Carter *Grant Seeker's Budget Toolkit* . John Wiley & Sons, Inc. New York, New York. 2001.

CAPITAL CAMPAIGNS

Weinstein, Stanley. *Capital Campaigns from the Ground Up: How Nonprofits Can Have the Buildings of their Dreams*, The AFP/Wiley Fund Development Series. 2003.

DIRECT MAIL

Warwick, Mal. *Testing, Testing, 1,2,3: Raise More Money with Direct Mail Tests*

Jossey-Bass. 2003.

GRANTWRITING

Barbato, Joseph. *How to Write Knockout Proposals: What You Must Know (And Say) to Win Funding Every Time*. Medfield, MA: Emerson & Church, 2004.

Barbato, Joseph and Furlich, Danielle S. *Writing for a Good Cause: The Complete Guide to Crafting Proposals and Other Persuasive Pieces for Nonprofits*. New York: Simon & Schuster, 2000.

Brown, Larissa Golden and Brown, Martin John. *Demystifying Grant Seeking: What You Really Need to Do to Get Grants*. San Francisco: Jossey-Bass, 2001.

Browning, Beverly A. *Grant Writing for Dummies*. Indianapolis, IN: Wiley Publishing, Inc., 2001.

Carlson, Mim. *Winning Grants Step by Step*. 2nd ed. San Francisco: Jossey-Bass, 2002.

Geever, Jane C. *The Foundation Center's Guide to Proposal Writing*. 4th ed. New York: The Foundation Center, 2004

Orosz, Joel J. *The Insider's Guide to Grantmaking: How Foundations Find, Fund, and Manage Effective Programs*. San Francisco: Jossey-Bass, 2000.

Robinson, Andy. *Grassroots Grants: An Activist's Guide to Grantseeking*. 2nd ed. San Francisco: Jossey-Bass, 2004.

Wells, Michael K. *Grantwriting Beyond the Basics, Book 1: Proven Strategies Professionals Use to Make Their Proposals Work*. Portland, OR: Portland State University, 2005.

INTERNET STRATEGIES

Hart, Ted; Greenfield, James M. and Johnston, Michael, eds. *Nonprofit Internet Strategies: Best Practices for Marketing, Communications and Fundraising*. John Wiley & Sons, 2005.

MAJOR GIFTS

Costa, Nick G. *Dream Builders: Everything You Need to Know to Achieve Your Organization's Most Ambitious Dreams with TOP GIFTS(tm) Fundraising*. 2004. E-3 Fundraising (order online) <http://www.e3fundraising.com/page/page/967606.htm>

Panas, Jerold. *Making the Case: The No-Nonsense Guide to Writing the Perfect Case Statement*. www.emersonandchurch.com (Also see other books by Panas)

PLANNED GIVING

Ashton, Debra. *The Complete Guide to Planned Giving: Everything You Need to Know to Compete Successfully for Major Gifts Revised Third Edition*, © 2004 ISBN 0-9705818-0-7. Available from www.debraashton.com

Jordan, Ronald R. and Quynn, Kathelyn L. *Planned Giving Workbook*. John Wiley & Sons, Inc. 2002

PROSPECT RESEARCH

Hogan, Celia. *Prospect Research: A Primer for Growing Nonprofits* www.emersonandchurch.com

Development Resources: Periodicals

The Chronicle of Philanthropy. 1255 23rd ST. N.W., Suite 700, Washington, D.C. 20037. 202-466-1200.
www.philanthropy.com

The Grantsmanship Center Magazine. P.O. Box 17220, Los Angeles, CA 90017. 213-482-9860.
www.tgci.com.

Grassroots Fundraising Journal. 3781 Broadway, Oakland, CA 94611. 888-458-8588.
www.grassrootsfundraising.org.

Development Resources: The Web

Please note: Pages change from time to time. If a click does not result in a page, go back to the original URI, example, www.networkforgood.org and look for links that might apply, or use Google to search the terms that interest you.

■ General Reference and Research Sites

<http://www.stratdev.com/resources/links.htm> site with annotations of links to information technology, non-profits, prospect research, search engines, and other research sites (federal, state, Westchester links)

■ Board Development

http://www4.compasspoint.org/p.asp?WebPage_ID=652 -- The site for BoardCafe, an electronic newsletter for board members.

<http://www.boardnetusa.org/public/home.asp> -- BoardNet helps match candidates for board positions with non-profit organizations seeking board members.

■ Not-for-Profit Sites

www.charitychannel.com – excellent site, with many help groups and resources for development professionals. \$2/month for a 12 month subscription, but they won't turn anyone away.

<http://www.guidestar.org> – data on over 1.5 million non-profits. Try searching by zip code or keyword and state if you don't know the name of an organization.

■ Online Fundraising

http://www.networkforgood.org/npo/fundraising/fund_resources/

<http://www.onenw.org/bin/page.cfm/pageid/524>

■ Prospect Research

<http://www.lambresearch.com/> -- David Lamb's comprehensive site on prospect research