

FUNDRAISING RESOURCE MATERIALS

Here are some "How to" manuals concerning grant writing and grant seeking. Also listed are directories of foundations (listing grantmaking interests, geographic limitations, average grant size, and deadlines, along with the basic contact info) you can refer to when identifying your prospective list of foundations.

Grantwriting manuals

Secrets of Successful Grantsmanship: A Guerrilla Guide to Raising Money, by Susan Golden 192pp. about \$25 from Jossey-Bass Publishers (800) 956-7739

Winning Grants Step by Step: Support Centers of America's Complete Workbook for Planning, Developing and Writing Successful Proposals, by Mim Carlson 137 pp, about \$25 from Jossey-Bass Publishers (see info above)

Grassroots Grants, by Andy Robinson, 208 pp, about \$25 from Jossey-Bass Chardon Press Series (Kim Klein's publishing company) (510) 704-8714

Guide to Proposal Writing, by The Foundation Center, 191 pp, published by The Foundation Center (800) 424-9836. You can access their short course in proposal writing, excerpted from this Guide, online at www.fdncenter.org, in the Learning Lab section.

Foundation Fundamentals, by The Foundation Center (see above)

Proposal Writing: Internet Resources, hosted by the University of Wisconsin at Madison, Grants Information Center. This web site provides a list of web sites that offer guidelines for proposal writing. Some include advice on letters of inquiry and sample proposals as well. <http://www.library.wisc.edu/libraries/Memorial/grants/proposal.htm>

Corporate Fundraising

The Corporate Contributions Handbook, edited by James P. Shannon, a publication of the Council on Foundations, 440 pp about \$35 from Jossey-Bass Publishers

General Fundraising Manuals

Fundraising for Social Change, by Kim Klein, 340 pp about \$25 from Jossey-Bass Chardon Press Series (info above)

Achieving Excellence in Fundraising, by Henry Rosso (head of the nationally known Fundraising School, based in LA I think, which conducts excellent workshops around California and the U.S.) 304 pp., from Jossey-Bass, around \$38

Successful Fundraising: A Complete Handbook for Volunteers and Professionals, by Joan Flanagan, 256 pp, from Contemporary Books, 2 Prudential Plaza, Suite 1200, Chicago, IL 60601, around \$13

Securing Your Organization's Future: A Complete guide to Fundraising Strategies, by Michael Seltzer, 514 pp from The Foundation Center (info above)

Principles of Professional Fundraising: Useful foundations for Successful Practice, by Joseph R. Mixer, 299 pp, about \$31 from Jossey-Bass Publishers (info above)

Reference Centers on Foundations and Fundraising

The Foundation Center has physical libraries at these following locations:

Washington, DC 20036
(202) 331-1400

New York, NY
(212) 620-4230

Atlanta, GA
(404) 880-0094

San Francisco, CA
(415) 397-0902

Cleveland, OH
(216) 861-1933

The libraries maintain complete records on nearly every private and corporate foundation, including national directories, directories by state, funding interest area. They also have guides to proposal writing, literature of the nonprofit sector, and a variety of supplementary materials and services in areas useful to grantseekers.

Major Public Libraries or the Nonprofit Resource Center in your area also have the core collection of directories and publications put out by Foundation Center.

As noted below, you can find The Foundation Center online at www.fdncenter.org. This should be one of your first stops in online foundation fundraising research as many of their resources can be found on the web.

Web Sites of the above publishers and other philanthropy resources

www.josseybass.com Carries a wide variety of books on non-profit management and fundraising.

www.fdncenter.org The Foundation Center's online services site, includes links to Web sites of more than 240 foundations.

www.fdncenter.org/fc_stats/index.html a page of the Foundations Center's website. If you click on "Funding By Subject Area" and then "Top 50 Foundations Awarding Grants by Subject Area," you can then find, for example, a list of the foundations giving the most money in civil rights, or in environment, etc.

www.chardonpress.com Kim Klein's web site on fundraising. Excellent site includes recent articles from her Grassroots Fundraising Journal, books, and advice.

www.pj.org Web site for Philanthropy Journal, an online newsletter on philanthropy, based in North Carolina, but reports about philanthropy across the U.S.

www.cof.org the Web site for the national Council on Foundations (most of the major foundations are members of the Council)

www.philanthropy.com (Web site for Chronicle of Philanthropy, the best publication for fundraising professionals, a semi-monthly newspaper on philanthropy that lists recent grants and highlights annual reports of foundations as well as "how-to" articles for fundraisers)

PHILANTHROPY JOURNALS AND PUBLICATIONS

Foundation News and Commentary

<http://www.cof.org/foundationnews>

The on-line and print journal of the Council on Foundations.

Foundation News and Commentary
1828 L Street, NW, Washington, DC 20036
Phone: (800) 771-8187

The Council on Foundations has an extensive publications department as well and produces a publications catalog each year

GiveForChange.com

www.giveforchange.com

A web site sponsored by Working Assets. Allows you to make online donations to causes you care about. You'll have access to hundreds of nonprofit groups in one convenient location. For specific details about giving online, consult the GiveForChange FAQs. For information about eGrants.org, visit the foundation's Web site.

Grassroots Fundraising Journal

www.chardonpress.com

A practical journal for grassroots organizations raising money from individuals through mail appeals, events, major gifts campaigns, etc. A majority of the articles are written by the Journal's publisher, Kim Klein, nationally known fundraising trainer. Six issues per year.

Chardon Press
3781 Broadway
Oakland, CA 94611
Phone (888) 458-8588
Fax (510) 596-8822
Email: chardon@chardonpress.com

In addition to *Grassroots Fundraising Journal*, Chardon Press publishes fundraising related books by Kim Klein as well as other books by other authors on non-profit management and issues of interest to progressive nonprofit groups. They put out a quarterly publications catalog "Resources for Social Change".

Network for Good

www.networkforgood.org

A nonprofit organization dedicated to using the Web to help people get more involved in their communities - from volunteering and donating money, to speaking out on issues you care about. Network for Good lists all nonprofit agencies that have filed an IRS 990 report. See if your organization is listed. You can also update the information they have on you.

Philanthropy Journal Online

www.pj.org

Is a private foundation in Raleigh, N.C., that publishes nonprofit news and information in print and online, and produces conferences throughout the U.S. for the nonprofit world. They help people understand, support and work in the nonprofit world. Their services include the only daily online news service reporting on non-profits, serving more than 140,000 pages every month. You can sign up to get bi-weekly email news alerts summarizing the articles in the current online issue.

Responsive Philanthropy (quarterly publication of National Committee for Responsible Philanthropy)

<http://www.ncrp.org>

National Committee for Responsible Philanthropy

Suite 620, 2001 S Street, NW

Washington, DC 20009

Email: info@ncrp.org

NCRP also publishes its *Special Reports* as well as other publications.

The Chronicle of Philanthropy

www.philanthropy.com

Is one of the most widely respected philanthropic news publications.

Subscriptions:

P.O. Box 1989

Marion, OH 43306-2089

Phone: 1 (800) 728-2819

Email: subscriptions@philanthropy.com

The NonProfit Times

www.nptimes.com

Is a monthly newspaper dedicated to current issues in the non-profit sector.

Non-Profit Times

240 Cedar Knolls Road, Suite 318

Cedar Knolls, NJ 07927

973-734-1700

Fax 973-734-1777

FUNDRAISING ASSOCIATIONS AND RESOURCES

American Association of Fund-Raising Counsel (AAFRC)

www.aafrc.org

The 30+ member firms of the AAFRC provide fund-raising counsel and direction to not-for-profit organizations. The AAFRC also publishes Giving USA, an annual analysis of charitable giving trends.

Association of Fundraising Professionals (AFP)

www.nsfre.org

The professional association for individuals responsible for generating philanthropic support for a wide variety of not-for-profit, charitable organizations.

National Society of Fund Raising Executives

1101 King Street, Suite 700

Alexandria, VA 22314

Phone: (703)684-0410

Grassroots Institute of Fundraising Training (GIFT)

Founded by the Center for Third World Organizing and the Southern Empowerment Project, GIFT offers fundraising training and paid six-month internships to develop and strengthen the grassroots fundraising skills of people working for social justice. Created primarily for groups and people of color, the goal of GIFT is to build the capacity of progressive organizations to raise money and to increase the number of people of color in fundraising.

Grassroots Institute of Fundraising Training

3035 Vallejo Street, #4

Denver, CO 80211

Phone: (303) 455-6361

Email: giftdenver@uswest.net

The Fundraising School

<http://www.philanthropy.iupui.edu/fundschoo.htm>

The only national fund raising education program housed within a university. It is part of the Indiana University Center on Philanthropy, and offers a variety of courses on fundraising for nonprofits.

The Fundraising School

The Center on Philanthropy at Indiana University

550 W. North St., Suite 301

Indianapolis, IN 46202-3272

Phone: 800-962-6692

ORGANIZATION MANAGEMENT RESOURCES FOR NONPROFITS

BOARD CAFÉ

The e-newsletter exclusively for members of nonprofit boards of directors. Short enough to read over a cup of coffee latte, the Board Café offers a menu of ideas, opinion, news, and resources to help board members give and get the most out of board service. Published monthly by CompassPoint Nonprofit Services. ***If you would like to have the BOARD CAFÉ delivered to you free via electronic mail***, simply send a blank e-mail message to boardcafe-on@lists.compasspoint.org.

Board Source

<http://www.boardsource.org>

Formerly the National Center for Nonprofit Boards, is the premier resource for practical information, tools and best practices, training, and leadership development for board members of nonprofit organizations worldwide. Through our highly acclaimed programs and services, BoardSource enables organizations to fulfill their missions by helping build strong and effective nonprofit boards.

BoardSource
1828 L Street, NW
Suite 900
Washington, DC 20036-5114
Phone: 800-883-6262

CompassPoint NonProfit Services

<http://www.compasspoint.org>

CompassPoint Nonprofit Services is a nonprofit training, consulting and research organization with offices in San Francisco and Silicon Valley. Through a broad range of services, we provide nonprofits with the management tools, concepts and strategies necessary to shape change in their communities.

Compumentor

<http://www.compumentor.org>

Compumentor is a nonprofit specializing in technology solutions for community-based organizations and schools. They offer hands-on planning and implementation programs, technology products at deeply discounted prices, and online resources for information and advice. See the DiscountTech section in particular for discounted software offers. They also facilitate TechSoup, an email listserve for nonprofit accidental techies and non-techies alike.

Environmental Support Center

<http://www.envsc.org>

Since 1990, the Environmental Support Center (ESC) has repeatedly helped more than 1,700 local, state, and regional organizations working on environmental issues. ESC's goal is to improve the environment in the United States by enhancing the health and well-being of these organizations. Our Training and Organizational Assistance Program, Leadership and Enhanced Assistance Program, Technology Resources Program, Workplace Solicitation

Program, Environmental Loan Fund , and State Environmental Leadership Program help these vital environmental groups become better managed, funded and equipped.

The Management Center

<http://www.tmcenter.org>

The Management Center develops the capacity of nonprofit leaders to build powerful and effective organizations. We are a leading resource for nonprofit management support in Northern California and have been helping good causes manage better since 1977. Our website offers you a variety of helpful resources and services.

Nonprofit GENIE

<http://www.genie.org>

Resources, information, advice, and answers to frequently asked questions for the nonprofit community. A project of the California Management Assistance Partnership, and the Support Center for Nonprofit Management. Great "Links" pages.

SmarterOrg

SmarterOrg provides online learning technology, courses, and consultation services to help organizations implement training, advocacy, and public education programs.

<http://www.smarterorg.com/index.htm>