



Fundraising and grants

Selected materials available for loan from Georgia Public Library Service
(PINES policy name STATELIB-L; OCLC WorldCat Resource Sharing symbol GSL)

Ahern, Tom. 2010. [*Seeing through a donor's eyes: how to make a persuasive case for everything from your annual drive to your planned giving program to your capital campaign.*](#) Medfield, MA: Emerson & Church, Publishers.

[*Annual register of grant support.*](#) 2011. New Providence [etc.]: R.R. Bowker [etc.].

Bauer, David G. 2009. [*The "how to" grants manual: successful grantseeking techniques for obtaining public and private grants.*](#) 6th ed. Lanham: Rowman & Littlefield Education.

Browning, Beverly. 2005. [*Writing the winning grant proposal for libraries.*](#) Boston, MA: Quinlan Publishing.

[*Corporate giving directory.*](#) 32nd ed. 2010. Rockville, MD: Taft Group.

Crotz, D. Keith. 1995. [*Used book sales: less work & better profits.*](#) Fort Atkinson, Wis: Highsmith Press.

Dowlin, Kenneth E. 2009. [*Getting the money: how to succeed in fundraising for public and nonprofit libraries.*](#) Westport, Conn: Libraries Unlimited.

[*Foundation reporter.*](#) 42nd ed. 2010. Rockville, MD: Taft Group.

Geever, Jane C. 2007. [*The Foundation Center's guide to proposal writing.*](#) 5th ed. New York: The Foundation Center.

Gerding, Stephanie K., and Pamela H. MacKellar. 2006. [*Grants for libraries: a how-to-do-it manual.*](#) New York: Neal-Schuman Publishers.

Hall, Mary S., and Susan Howlett. 2003. [*Getting funded: the complete guide to writing grant proposals.*](#) 4th ed. Portland, Or: Continuing Education Press, Extended Studies, Portland State University.

- Johnson, Kevin. 2010. [*The power of legacy and planned gifts: how nonprofits and donors work together to change the world.*](#) San Francisco, CA: Jossey-Bass.
- Landau, Herbert B. 2011. [*Winning library grants: a game plan.*](#) Chicago: American Library Association.
- MacKellar, Pamela H. and Stephanie K. Gerding. 2010. [*Winning grants: a how-to-do-it manual for librarians with multimedia tutorials and grant development tools.*](#) New York: Neal-Schuman Publishers.
- Margolin, Judith B. 2010. [*After the grant.*](#) New York: Foundation Center.
- Margolin, Judith B., and Elan K. DiMaio. 2008. [*The grantseeker's guide to winning proposals.*](#) New York: Foundation Center.
- Miner, Jeremy T., and Lynn E. Miner. 2005. [*Models of proposal planning & writing.*](#) Westport, Conn: Praeger.
- Miner, Jeremy T. and Lynn E. Miner. 2008. [*Proposal planning & writing.*](#) 4th ed. Westport, Conn: Greenwood Press.
- Rosen, Michael J. 2011. [*Donor-centered planned gift marketing.*](#) Hoboken, N.J.: John Wiley.
- Smith, Amy Sherman, and Matthew D. Lehrer. 2000. [*Legacies for libraries: a practical guide to planned giving.*](#) Chicago: American Library Association.
- Staines, Gail M. 2010. [*Go get that grant!: a practical guide for libraries and nonprofit organizations.*](#) Lanham, Maryland: Scarecrow Press.
- Still, Julie. 2007. [*The accidental fundraiser.*](#) Medford, N.J.: Information Today, Inc.
- Swan, James. 2002. [*Fundraising for libraries: 25 proven ways to get more money for your library.*](#) New York: Neal-Schuman Publishers.
- Wilson, Thomas D. 2008. [*Winning gifts: make your donors feel like winners.*](#) Hoboken, NJ: Wiley.

Selected Web resources

American Library Association. Fundraising. Accessed February 18, 2011.
<http://wikis.ala.org/professionaltips/index.php/>.

American Library Association. Association of Library Trustees, Advocates, Friends and Foundations. Friends and foundations fact sheets. (See #2 Fundraising; #23 Guidelines for giving; and #25 Planned giving: what you need to know.) Accessed February 16, 2011.

<http://www.ala.org/ala/mgrps/divs/altaff/friends/factsheets/index.cfm>.

Foundation Center. Accessed February 18, 2011. <http://foundationcenter.org/>.

Access to the Foundation Directory Online requires a subscription, but there are several free online guides, tutorials, webinars, and training courses.

Non-profit guides. Grant-writing tools for non-profit organizations. Accessed February 16, 2011. <http://www.npguides.org/index.html>.

Poderis, Tony and Joyce Braun Poderis. Raise-funds.com: your free resource for unlocking the secrets of non-profit fund-raising. Accessed February 18, 2011.

<http://www.raise-funds.com/>.

USA.gov for Nonprofits. Accessed February 18, 2011.

<http://www.usa.gov/Business/Nonprofit.shtml>.