



Fund-Raising for Non-Profits

General Works

Canadian Fund Raising Directory [annual].

Canadian Directory to Foundations and Grants [fundraising database].
<http://www.halifaxpubliclibraries.ca/research/startng-tools/databases-resources.html>

Chronicle of Philanthropy [magazine]

Essential Principles for Fundraising Success: An Answer Manual for the Everyday Challenges of Raising Money, by G. Douglass Alexander. 2005.

Everything Grant Writing Book: Create the Perfect Proposal to Raise the Funds You Need, by Nancy Burke Smith. 2008

Fundraising: Hands On Tactics for Nonprofit Groups, by L. Peter Edles. 2006.

Fundraising Online: Using the Internet To Raise Serious Money for You Nonprofit Organization, by Gary M. Grobman. 2006.

Government Programs Guide [annual].

Guide to Canadian Arts Grants. [annual].

Handbook of Grants and Subsidies Federal and Provincial Designed for Non-Profit Organizations. [annual].

The Influential Fundraiser: Using the Psychology of Persuasion to Acheive Outstanding Results, by Bernard Ross. 2009.

Nonprofit Internet Strategies: Best Practices for Marketing, Communications, and Fundraising Success, by Ted Hart. 2005.

Open Immediately!: Straight Talk on Direct Mail Fundraising: What Works, What Doesn't and Why, by Stephen Hitchcock. 2004.

The "Please" and "Thank You" for Non-profits: Fifteen Essential Ingredients for Success, by ArLyne Diamond. 2006.

FINDING OUT MORE

In the online catalogue use the terms *Non-profit Organizations*, *Fund Raising* and *Direct Marketing* to find resources to help you fundraise for your non-profit group.

Researching Individuals, Corporations and Foundations

BUSINESS AND PEOPLE DIRECTORIES

Business directories provide basic information such as contact information, sales, and the number of employees. Contact information such as CEO and key managers may also be listed.

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Researching Individuals, Corporations and Foundations (Cont'd.)

BUSINESS AND PEOPLE DIRECTORIES

Canada Legal Directory
Canadian Key Business Directory
Canadian Medical Directory
**Metropolitan Halifax Chamber of
Commerce Directory**
Atlantic Legal Telephone Directory
Canadian Who's Who
Who's Who in Canadian Business
Directory of Directors

Check out the web at www.sedar.com for
Canadian companies and www.hoovers.com
for American company information.

TIP: Census Information can be used to
target markets (age, sex, wealth, etc.) in
Canada for direct marketing purposes.
Available in the Reference department in
print, CD-ROM, or on the Internet at
www.statcan.ca.

MAGAZINE, NEWSPAPER AND FUND- RAISING DATABASES

Use the library's online databases to find
articles on fundraising for nonprofit
organizations found on our website:
<http://www.halifaxpubliclibraries.ca/research/starting-tools/databases-resources.html>

**Canadian Directory to Foundations and
Corporations**
CPI.Q Canadian Periodicals
General Reference Center
**Proquest (Canadian Newsstand,
Canadian Business and Current
Affairs)**
NewsScan (Atlantic Canadian Newspapers)

ON THE INTERNET

Revenue Canada will supply a foundation's
annual filings, with their activities and grant
dispersals. Check www.cra-arc.gc.ca.
Charity Village (www.charityvillage.com)
provides a list of foundations on the web.
Imagine Canada and The Foundation Center
provide further links for issues and sources
in fundraising. (www.foundationcenter.org
and (www.imaginecanada.ca) For statistics
on charitable donors see Statistics Canada at
www.statcan.ca.