



# Get on Board Workshop & Speaker Series

June 4, 2018

# **Breaking Out of Your Fundraising Ruts**

### **USEFUL RESOURCES**

### PLANNING FOR FUNDRAISING SUCCESS

"Bright Spots" Report a Goldmine for Nonprofits about Successful Fundraising at the Grassroots, by Ruth McCambridge, Nonprofit Quarterly, September 15, 2017 <a href="https://nonprofitquarterly.org/2017/09/15/new-bright-spots-report-a-goldmine-for-nonprofits-about-successful-fundraising-at-the-grassroots/">https://nonprofitquarterly.org/2017/09/15/new-bright-spots-report-a-goldmine-for-nonprofits-about-successful-fundraising-at-the-grassroots/</a>

Not Just Money: Equity Issues in Cultural Philanthropy, by Helicon Collaborative with funding from the Surdna Foundation, 2017 https://medium.com/helicon-collaborative/not-just-money/home

Is fundraising REALLY a priority in your organization?, by Mena Gainpaulsingh, Hilborn Charity e-news, June 15, 2017

https://charityinfo.ca/articles/IsFundraisingReallyPriority

The Non Profit Achievement Gap: Seven Ways Small and Medium Non Profits Stunt Their Own Fundraising, by Armando Zumaya, LinkedIn, July 21, 2014 <a href="https://www.linkedin.com/pulse/20140721214235-23815363-the-non-profit-achievement-gap-seven-ways-small-and-medium-non-profits-stunt-their-own-fundraising/">https://www.linkedin.com/pulse/20140721214235-23815363-the-non-profit-achievement-gap-seven-ways-small-and-medium-non-profits-stunt-their-own-fundraising/</a>

Fundraising on a budget and understanding the fundraising budget, Nonprofit Quarterly September 8, 2016

https://nonprofitquarterly.org/2016/09/08/fundraising-on-a-budget-and-understanding-the-fundraising-budget/

#### THE BOARD'S ROLE

Involving your board members in fund development, by Simone Joyaux, PDF download at simonejoyaux.com

https://www.simonejoyaux.com/downloads/involvingboardinfund\_development.pdf

Creating fundraising savvy boards, Creative Trust blog by Cynthia J. Armour, April 2014 http://www.creativetrust.ca/2014/04/creating-fundraising-savvy-boards/

Helping your board to fundraise, by Cynthia J. Armour, Charity Village, May 30, 2012 <a href="https://charityvillage.com/cms/content/topic/fundraising-q-a-helping-your board to fundraise#">https://charityvillage.com/cms/content/topic/fundraising-q-a-helping-your board to fundraise#</a> <a href="https://www.wkf9-0gvxPY">.WxF9-0gvxPY</a>

How to Say "No" to Nonprofit Board Members, by Terry Ibele, blogpost on Wild Apricot, September 2017

https://www.wildapricot.com/blogs/newsblog/2017/09/21/how-to-say-no-to-nonprofit-board-members

#### **MORE**

How did you get those great auction items?, by Ira Grossman, Hilborn Charity e-news, June 8, 2017

https://charityinfo.ca/articles/How-did-you-get-those-great-auction-items

A guide to the silent auction technology makeover, by Dale Carter, Hilborn Charity e-news, November 24, 2015

https://www.charityinfo.ca/articles/a-guide-to-the-silent-auction-technology-makeover?utm\_source=eNews%253A+Nov+26%252C+2015&utm\_campaign=Nov+26+eNews & utm\_medium=email

Crowdfunding Indie Theatre: Understanding the Costs, by Alex Dault, Canadian Theatre Review 160, Fall 2014

http://www.creativetrust.ca/wp-content/uploads/2015/09/13 VR Dault-1.pdf

Launching a Crowdfunding Campaign? The Tools You Use Can Make It or Break It, slides from webinar produced by CanadaHelps, March 12, 2018

https://www.canadahelps.org/en/charity-life/webinars-events/discover-how-small-charities-canachieve-big-crowdfunding-results/

## Indiegogo Help Centre

https://support.indiegogo.com/hc/en-us?utm\_source=sailthru&utm\_medium=email&utm\_campaign=ann-05232018&utm\_term=&referral\_code=iggemail

The One Thing Every Sponsor Wants (And Nobody is Doing), by Chris Baylis, President and CEO of The Sponsorship Collective, Wild Apricot blog, April 2017 <a href="https://www.wildapricot.com/blogs/newsblog/2017/04/04/what-every-sponsor-wants">https://www.wildapricot.com/blogs/newsblog/2017/04/04/what-every-sponsor-wants</a>

Reality Check: Straight Talk about Sponsorship Marketing, by Brent Barootes with Janet Gadeski, published by Hilborn-Civil Sector Press – order form and sample chapter <a href="https://hilborn-civilsectorpress.com/products/reality-check">https://hilborn-civilsectorpress.com/products/reality-check</a>

ArtsVest: Business for the Arts' sponsorship training and matching fund incentive program to stimulate innovative business sponsorship and corporate engagement in arts and culture <a href="http://www.artsvest.com/">http://www.artsvest.com/</a>

Study Finds that Corporate Sponsorships Negatively Impact Nonprofit Brands, by Danielle Holly, originally in Harvard Business Review, Nonprofit Quarterly, August 31, 2016 <a href="https://nonprofitquarterly.org/2016/08/31/study-finds-that-corporate-sponsorships-negatively-impact-nonprofit-brands/?utm\_source=Daily+Newswire&utm\_campaign=bdf86a5392-Daily\_Digest\_23838\_31\_2016&utm\_medium=email&utm\_term=0\_94063a1d17-bdf86a5392-12391361</a>

More Than Money: How Social Finance Can Build Resilience in the Arts Sector, by Elizabeth MacKinnon and Christine Pellerin Innovation Fellows, Metcalf Foundation publication, 2018 <a href="https://metcalffoundation.com/stories/publications/more-than-money/?utm\_source=2017+12+Arts+Social+Finance+List&utm\_campaign=4329ca88f3-EMAIL\_CAMPAIGN\_2018\_01\_16&utm\_medium=email&utm\_term=0\_a6ed5dd84b-4329ca88f3-1213621633&mc\_cid=4329ca88f3&mc\_eid=5d1fc242e3</a>

The Value of Peer-to-Peer Fundraising: 5 Biggest Lessons From Leading Digital At charity: water, blogpost by Paul Young, Re:Charity, August 10, 2015 <a href="https://recharity.ca/value-peer-fundraising/">https://recharity.ca/value-peer-fundraising/</a>

Peer-to-Peer Fundraising: Building advocates through development, by Lesly Ceballos, Carnegie Mellon University Arts Management & Technology Laboratory, April 2018 http://amt-lab.org/blog/2018/3/peer-to-peer-fundraising-building-advocates-through-development

Social Enterprise's Missing Factor: Is There a Soul in the Corporate Machine?, by Ruth McCambridge, Nonprofit Quarterly, May 11, 2018 <a href="https://nonprofitquarterly.org/2018/05/11/social-enterprises-missing-factor-soul-corporate-machine/">https://nonprofitquarterly.org/2018/05/11/social-enterprises-missing-factor-soul-corporate-machine/</a>

How to Plan a Nonprofit Fundraising Event on a Budget, free E-Book, DonorPerfect <a href="http://www.donorperfect.ca/whitepapers/em/hilborn-events-ebook/">http://www.donorperfect.ca/whitepapers/em/hilborn-events-ebook/</a>