

REF #	TITLE	SUBTITLE	AUTHOR	DATE	CATEGORY	SUBCATEGORY
REF101	SWITCH	How to change things when change is hard	Chip Heath & Dan Heath	2010	Marketing and Communications	
REF102	Made To Stick	Why some ideas survive and others die	Chip Heath & Dan Heath	2007	Marketing and Communications	
REF103	Reinventing Fundraising	Realizing the potential of womens philanthropy	Sondra C. Shaw & Martha A. Taylor	1995	Fundraising	
REF104	Critical Issues in Fundraising		Dwight F. Burlingame	1997	Fundraising	
REF105	Annual Giving Strategies	A comprehensive guide to better results	Ann D. Gee	1990	Fundraising	
REF106	Managing a Nonprofit Organization		Thomas Wolf	1990	Management	
REF107	Get Rid of the Performance Review	How companies can stop intimidating, start managing - and focus on what really matters	Samuel A. Culbert	2010	Management	
REF108	User Friendly Fund\$Raising	A step-by-step guide to profitable special events	Warrene Williams	1994	Fundraising	
REF109	Team-Based Fundraising Step By Step	A practical guide to improving results through teamwork	Mim Carlson	2000	Fundraising	
REF110	101 Ways to Raise Resources	*Actually 932 ideas in 45 categories	Sue Vineyard & Steve McCurley	1987	Fundraising	
REF111	The Influential Fundraiser	Using the psychology of persuasion to achieve outstanding results	Bernard Ross & Clare Segal	2009	Fundraising	
REF112	How To Write Fundraising Materials That Raise More Money		Tom Ahern	2007	Fundraising	
REF113	Fundraising When Money is Tight	A strategic and practical guide to surviving tough times and thriving in the future	Mal Warwick	2009	Fundraising	
REF114	The Grass Roots Fundraising Book	How to raise money in your community	Joan Flanagan	1982	Fundraising	
REF115	Successful Fundraising		John Baguley	2000	Fundraising	
REF116	Fundraising	Hands-on tactics for nonprofit groups	L. Peter Edles	1993	Fundraising	
REF117	Fundraising (Second Edition)	Hands-on tactics for nonprofit groups	L. Peter Edles	2006	Fundraising	
REF118	Fired-up Fundraising	Turn board passion into action	Gail Perry	2007	Fundraising	
REF119	Ten Steps To Fundraising Success	Choosing the right strategy for your organization	Mal Warwick & Stephen Hitchcock	2002	Fundraising	
REF120	The Fundraiser's Guide to the Internet		Michael Johnston	1999	Fundraising	
REF121	Fund-raising Cost Effectiveness	A self-assessment workbook	James M. Greenfield	1996	Fundraising	
REF122	Conducting a Successful Fundraising Program	A comprehensive guide and resource	Kent E. Dove	2001	Fundraising	
REF123	Fund Raising		Irene Cumming Kleeberg	1988	Fundraising	
REF124	Event Planning		Judy Allen	2000	Management	Event Planning
REF125	The Business of Event Planning	Behind-the-scenes secrets of successful special events.	Judy Allen	2002	Management	Event Planning

REF126	Special Events Programs In School Library Media Centers	A guide to making them work	Marcia Trotta	1997	Management	Event Planning
REF127	Handbook of Special Events for Nonprofit Organizations	Tested ideas for fund raising and public relations	Edwin R. Leibert & Bernice E. Sheldon	1972	Management	Event Planning
REF128	Volunteer Management	Mobilizing all the resources of the community	Steve McCurley & Rick Lynch	1996	Management	
REF129	Brand New World	How paupers, pirates, and oligarchs are reshaping business	Max Lenderman	2009	Marketing and Communications	
REF130	Stylepedia	A guide to graphic design mannerisms, quirks, and conceits.	Steven Heller & Louise Fili	2006	Marketing and Communications	
REF131	Brands and Branding	Second edition	Rita Clifton	2009	Marketing and Communications	
REF132	ikonica	A field guide to Canada's brandscape	Jeannette Hanna & Alan Middleton	2008	Marketing and Communications	
REF133	Black Tie Optional	The ultimate guide to planning and producing succesful special events	Harry A. Freedman & Karen Feldman Smith	1991	Management	
REF134	The Publicity and Promotion Handbook	A complete guide for small business	Linda Carlson	1982	Marketing and Communications	
REF135	Good to Great and the Social Sectors	A monograph to accompany good to great	Jim Collins	2005	Management	
REF136	Urgent Images	The graphic language of the fax	Edward Booth-Clibborn	1994	Marketing and Communications	
REF137	Publishing the Nonprofit Annual Report	Tips, traps, and tricks of the trade	Caroline Taylor	2002	Management	Financials
REF138	Prospect Research	A how-to guide	Bobbie J. Strand & Susan Hunt	1986	Management	
REF139	American Corporate Identity 2005		David E. Carter	2004	Marketing and Communications	
REF140	Corporate Source		Peter Cordy	1989	Marketing and Communications	
REF141	Conducting a Successful Capital Campaign	A comprehensive fundraising guide for nonprofit organizations	Kent E. Dove	1988	Fundraising	
REF142	Conducting a Successful Capital Campaign	The new, revised, and expanded edition of the leading guide to planning and implementing a capital campaign	Kent E. Dove	2000	Fundraising	
REF143	Preparing Your Capital Campaign		Marilyn Bancel	2000	Fundraising	
REF144	Building Your Endowment		Edward C. Schumacher	2003	Fundraising	
REF145	Strategic Planning Workbook For Nonprofit Organizations		James M. Greenfield	1997	Management	

REF146	Strategic Fund Development (Second Edition)	Building profitable relationships that last	Simone P. Joyaux	2001 Fundraising	
REF147	Benchmarking for Nonprofits	How to measure, manage, and improve performance	Jason Saul	2004 Management	
REF148	The Budget-Building Book for Nonprofits	A step-by-step guide for managers and boards	Murray Dropkin & Bill LaTouche	1998 Management	Financials
REF149	Resolving Conflict in Nonprofit Organizations	The leader's guide to finding constructive solutions	Marion Peters Angelica	1999 Management	Leadership
REF150	Introduction to Type in Organizations		Sandra Krebs Hirsh & Jean M. Kummerow	1998 Management	
REF151	Collaboration Handbook	Creating, sustaining, and enjoying the journey	Michael Winer & Karen Ray	1994 Management	
REF152	Risk Management Toolkit for Not-for-Profit Executives		Paulette Vinette & Stuart Hartley	2006 Management	
REF153	Effective Leadership	The essential guide to thinking and working smarter	Chris Roebuck	1999 Management	Leadership
REF154	The Leadership Challenge	How to keep getting extraordinary things done in organizations	James M. Kouzes & Barry Z. Posner	1995 Management	Leadership
REF155	Finance and Accounting for Nonfinancial Managers	All the basics you need to know	William G. Droms	1990 Management	Financials
REF156	Boom, Bust, & Echo	How to profit from the coming demographic shift	David K. Foot	1996 Management	
REF157	The Big Picture	What Canadians think about almost everything	Allan Gregg & Michael Posner	1990 Management	
REF158	Building a Shared Vision	A leader's guide to aligning the organization	C. Patrick Lewis	1997 Management	Leadership
REF159	Quick Tips for Better Business Writing	Hundreds of tips on writing the best letters, memos, reports, presentations, and proposals	Gary Blake	1995 Marketing and Communications	
REF160	Forces for Good	The six practices of high-impact nonprofits	Leslie R. Crutchfield & Heather McLeod Grant	2008 Management	
REF161	Why Teams Don't Work	What went wrong and how to make it right	Harvey Robbins & Michael Finley	1995 Management	
REF162	Good to Great	Why some companies make the leap...and others don't	Jim Collins	2001 Management	
REF163	Transparency	How leaders create a culture of candor	Warren Bennis, Daniel Goleman, & James O'Toole	2008 Management	Leadership
REF164	Leaders Who Make a Difference	Essential strategies for meeting the nonprofit challenge	Burt Nanus & Stephen M. Dobbs	1999 Management	Leadership
REF165	Media Rules!	Mastering today's technology to connect with and keep your audience	Brian Reich & Dan Solomon	2008 Marketing and Communications	

REF166	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.	Tom Ahern	2009	Fundraising	
REF167	Food Service Marketing & Promotion		David D. Seltz	1979	Marketing and Communications	
REF168	Giving	Charity and philanthropy in history	Robert H. Bremner	2000	Fundraising	
REF169	The 50-Plus Market	Why the future is age neutral when it comes to marketing and branding strategies	Dick Stroud	2005	Marketing and Communications	
REF170	The Seven Faces of Philanthropy	A new approach to cultivating major donors	Russ Alan Prince & Karen Maru File	1994	Fundraising	
REF171	Giving	How each of us can change the world	Bill Clinton	2007	Management	
REF172	The Anatomy of Buzz Revisited	Real-life lessons in word-of-mouth marketing	Emanuel Rosen	2000	Marketing and Communications	
REF173	Breakthrough Thinking for Nonprofit Organizations	Creative strategies for extraordinary results	Bernard Ross & Clare Segal	2002	Management	
REF174	High Performance Nonprofit Organizations	Managing upstream for greater impact	Christine W. Letts, William P. Ryan, and Allen Grossman	1999	Management	
REF175	Introducing Corporate Planning		David E. Hussey	1985	Management	
REF176	Asking Questions	A practical guide to questionnaire design	Seymour Sudman & Norman M. Bradburn	1982	Management	
REF177	The Imperfect Board Member	Discovering the seven disciplines of governance excellence	Jim Brown	2006	Management	Leadership
REF178	Giving	Western ideas of philanthropy	J. B. Schneewind	1996	Fundraising	
REF179	Diversity in the Fundraising Profession		Janice Gow Pettey	2001	Fundraising	
REF180	Raising More Money With Newsletters Than You Ever Thought Possible		Tom Ahern	2005	Fundraising	
REF181	The Transformative Power of Women's Philanthropy		Martha A. Taylor & Sondra Shaw-Hardy	2005	Fundraising	
REF182	Keep Your Donors	The guide to better communications and stronger relationships	Tom Ahern & Simone Joyaux	2008	Fundraising	
REF183	Silver Linings	Selling to the expanding mature market	Herschell Gordon Lewis	1996	Marketing and Communications	
REF184	Uncharitable	How restraints on nonprofits undermine their potential	Dan Pallotta	2008	Fundraising	

REF185	Selling Goodness	The guerilla P.R. guide to promoting your charity, nonprofit organization, or fund-raising event	Michael Levine	1998	Marketing and Communications	
REF186	Planned Giving Workbook		Ronald R. Jordan & Katelyn L. Quynn	2002	Marketing and Communications	
REF187	Conducting a Successful Annual Giving Program	A comprehensive guide and resource	Kent E. Dove, Jeffrey A. Lindauer, & Carolyn P. Madvig	2001	Fundraising	Planned Giving
REF188	Annual Giving	A practical approach	Fritz W. Schroeder	2000	Fundraising	Planned Giving
REF189	Conducting a Successful Major Gifts & Planned Giving Program	A comprehensive guide and resource	Kent E. Dove, Alan M. Spears, Thomas W. Herbert	2002	Fundraising	Planned Giving
REF190	Planned Giving for Small Nonprofits		Ronald R. Jordan & Katelyn L. Quynn	2002	Fundraising	Planned Giving
REF191	Planned Giving for Canadians	A guide to instituting and managing a successful planned giving programme	Frank Minton & Lorna Somers	1994	Fundraising	Planned Giving
REF192	Planned Giving for Canadians (Second Edition)	A guide to instituting and managing a successful planned giving programme	Frank Minton & Lorna Somers	1997	Fundraising	Planned Giving
REF193	Fundraising for the Long Haul		Kim Klein	2000	Fundraising	
REF194	Green Infrastructure	Linking landscapes and communities	Mark A. Benedict & Edward T. McMahon	2006	Management	
REF195	The Nonprofit Lobbying Guide (Second Edition)	With reflections and lessons learned from a career in public interest lobbying	David Cohen	1999	Management	
REF196	Endowment Building		Diana S. Newman	2005	Fundraising	
REF197	Recruiting and Training Fundraising Volunteers		Linda Lysakowski	2005	Management	
REF198	Made Possible By	A guide for nonprofits succeeding with sponsorship	Patricia Martin	2004	Marketing and Communications	
REF199	Mineral Development and Land Conservation	A handbook for conservation professionals	Colorado Coalition of Land Trusts	2008	Management	
REF200	Green Legacies	A donor's guide for B.C.	Stewardship Centre for B.C.	2002	Fundraising	Planned Giving
REF201	Grassroots Grants	An activist's guide to proposal writing	Andy Robinson	1996	Fundraising	
REF202	Evaluating and Selecting Conservation Projects		Jane Ellen Hamilton & Jonathan Moore	2007	Management	
REF203	Caring for Land Trust Properties		Hugh Brown & Andrew Pitz	2008	Management	
REF204	Managing Conservation Easements in Perpetuity		Leslie Ratley-Beach	2009	Management	

REF205	Determining Stewardship Costs and Raising and Managing Dedicated Funds		Paul Doscher, Brenda Lind, Ellen Sturgis, & Chris West.	2007 Fundraising	
REF206	Financial Management of Land Trusts		Eric Rowley & Kay Sohl	2010 Management	Financials
REF207	Building the Foundation for Fundraising Success		Marc Smiley	2009 Fundraising	
REF208	Avoiding Conflicts of Interest and Running an Ethical Land Trust		Konrad Liegel	2006 Management	Leadership
REF209	Mission, Planning, and Capacity		Jean Hocker	2008 Management	
REF210	Land Trust Boards Preparing for Perpetuity		Marc Smiley	2007 Management	
REF211	A Field Guide to Conservation Finance		Story Clark	2007 Management	Financials
REF212	A Field Guide to Conservation Finance		Story Clark	2007 Management	Financials
REF213	The Guide to Intelligent Giving	29th edition	The Canadian Book of Charities	2009 Fundraising	
REF214	The Guide to Intelligent Giving	30th edition	The Canadian Book of Charities	2010 Fundraising	
REF215	The Board Member's Guide to Strategic Planning		Fisher Howe	1997 Management	Leadership
REF216	Investing in Nature	Case studies of land conservation in collaboration with business	William J. Ginn	2005 Management	
REF217	The Way Ahead	A visionary perspective for the new millenium	Eddie Shapiro & Debbie Shapiro	1992 Management	Leadership
REF218	Cultivating Lifelong Donors	Stewardship and the fundraising pyramid	Frank Barry, Lawrence Henze, David Lamb, & Katherine Swank	2010 Fundraising	
REF219	Cultivating Lifelong Donors	Stewardship and the fundraising pyramid	Frank Barry, Lawrence Henze, David Lamb, & Katherine Swank	2010 Fundraising	
REF220	British Columbia's Magnificent Parks	The first 100 years	James D. Anderson	2011 Environment	
REF221	The Nonprofit Membership Toolkit		Ellis M. M. Robinson	2003 Management	
REF222	Ten Steps To Fundraising Success	Choosing the right strategy for your organization	Mal Warwick & Stephen Hitchcock	2002 Fundraising	
REF223	The Garry Oak Gardener's Handbook (Second Edition)	Nurturing native plant habitat in garry oak communities	Garry Oak Ecosystems Recovery Team	2009 Environment	
REF224	The Canadian Ecological Gifts Program Handbook	A legacy for tomorrow - a tax break today	Environment Canada	2011 Fundraising	
REF225	Selling Social Change (Without Selling Out)	Earned income strategies for nonprofits	Andy Robinson	2002 Fundraising	
REF226	Protecting the Land	Conservation easements past, present, and future	Julie Ann Gustanski & Roderick H. Squires	2000 Management	
REF227	Land Conservation Financing		Mike McQueen and Ed McMahon	2003 Management	Financials

REF228	Perfect Phrases for Writing Grant Proposals	Hundreds of ready-to-use phrases to present your organization, explain your cause, and get the funding you need	Dr. Beverly Browning	2008 Fundraising	
REF229	When City and Country Collide	Managing growth in the metropolitan fringe	Tom Daniels	1999 Management	
REF230	Making Collaboration Work	Lessons from innovation in natural resource management	Julia M. Wondolleck & Steven L. Yaffee	2000 Management	
REF231	The Orchard	Leave a legacy - make a difference	Alain Levesque	2012 Fundraising	
REF232	Green Legacies	A donor's guide for B.C.	Stewardship Centre for B.C.	2002 Fundraising	Planned Giving

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