



Food Bank of WNY

91 Holt Street
Buffalo, NY 14206
(716) 852-1305
Fax: (716) 852-7858
web site: www.fbwny.org

August 13, 1999

Mr. Jack Kearns
Kearns & Associates
3959 North Buffalo Road
Orchard Park, NY 14127

Dear Jack:

This is to advise you of our complete satisfaction with the Feasibility Study and Capital Building Campaign which your firm managed for the Food Bank of Western New York. Our goal was set at \$1,000,000, and, at this point, we have raised approximately \$1,400,000. These results exceeded our greatest expectations, and Kearns and Associates deserves a large amount of credit for this success.

The campaign strategy was skillfully planned and carried out thanks to yourself and Bud Coleman. The excellent training sessions you provided - as well as the carefully designed support materials - enabled our volunteers to guide the drive to its successful conclusion. Corporations and foundations donating as generously as they did testifies to the fact that our proposals were well prepared indeed. Your helping us before and after the official drive was also very much appreciated.

Having reviewed a number of fund-raising companies, we were impressed with your long record of success in Western New York. This was important because we wanted to work with a local company that already had the respect of our potential donors and one that would be with us at every step.

As we look forward to the dedication of our new building on September 15, 1999, I would like to thank you on behalf of our Board members and the entire staff. The success of this campaign will allow us to better serve the 422 agencies that distribute food to 91,000 Western New Yorkers (40% of whom are children) each month. Again, thanks for your contribution to this effort - I would recommend your firm to any organization interested in raising funds.

Sincerely,

Clem Eckert
Executive Director



Member, Food Bank Federation
of New York State

