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Samuel J. Savarino
President and CEO

August 10, 2006

Jack Kearns, President
Kearns & Associates
3959 North Buffalo Road
Orchard Park, New York 14127

Dear Jack:

I wish to express my gratitude to you for the guidance your firm, Kearns & Associates, provided to the Food Bank of Western New York during our very successful capital campaign. As the chairman of the drive, I am pleased that we have raised over \$1.2 million. This campaign is unique in that it is second of two very successful campaigns conducted in a relatively short period of time by your firm for the Second Harvest Food Bank.

This is one of many community campaigns in which I have been involved and your firm has truly distinguished itself from other fundraising companies that I have known. Starting with the feasibility study and continuing through the capital campaign, Kearns and Associates excelled in many areas, but one of the biggest advantages of your company was having access to you Jack, the President of the company. This is just one of the many benefits of your organization that would not be available through the larger national firms. I also feel that your participation in our strategy meetings and major gift training sessions was especially helpful.

The demonstrated competence of Kearns & Associates was obvious throughout this drive and the firm's ability to draw on over 20 years of national experience served this campaign well. Your firm kept us focused on the important fundraising issues while also handling the day-to-day details of managing the campaign. Our volunteers really appreciated this strategy since it provided them with the most efficient use of their valuable time.

It is without hesitation that I recommend your firm to any group or organization looking to conduct a feasibility study or capital campaign. Your experience and guidance will be a true asset to any organization.

Sincerely,

A handwritten signature in black ink, consisting of a large, stylized 'S' followed by a long horizontal stroke that tapers to the right.

Samuel J. Savarino