



JONES MEMORIAL HOSPITAL

191 North Main Street, Wellsville, NY 14895 585-593-1100 www.jmhny.org

September 1, 2004

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

Dear Jack,

On behalf of the Board of Directors, I want to thank you for the excellent job in managing and coordinating Jones Memorial Hospital's "Wonderful Beginnings" community campaign. Your company guided us every step of the way, from the Feasibility Study to your invaluable advice both before and after the actual campaign schedule.

Our Board of Directors recognized the need for a professional firm to accomplish the difficult job of fund-raising in a small rural community. Through your firm's direction and leadership, we are almost at \$1.2 million in pledges with over \$500,000 in cash payments in the active phase of the drive. These results exceeded our Board's expectations, and Kearns & Associates deserves a large amount of the credit for this success.

Your firm quickly gained the respect of the campaign committee, hospital family, and the entire Wellsville community. The campaign strategy was expertly planned and the excellent training sessions you provided were critical to meeting our overall campaign objectives. Also, your company's high level of on site support, as well as the carefully designed campaign materials, enabled our volunteers to guide the drive to a successful conclusion.

Your campaign plan was skillfully carried out thanks to yourself and the on site director Michael Kearns. As our campaign director he was motivated and committed to the campaign's success. His ability to organize the campaign was evident from his professionalism and the well-received fund-raising effort.

As we look forward to the dedication of our new maternity unit at the end of this year, I would like to thank you on behalf of our Board Members and the entire Jones Memorial staff. It has been a pleasure working with your company during the past year. I wish you continued success in this very important work and would recommend Kearns & Associates to anyone in need of a fundraising consultant.

Sincerely,

Ann C. Gilpin,
President/CEO

A Tradition of Quality, Commitment, and Caring