



January 31, 2003

Kearns & Associates  
Mr. Jack Kearns  
3959 North Buffalo Rd.  
Orchard Park, N.Y. 14127

Dear Jack:

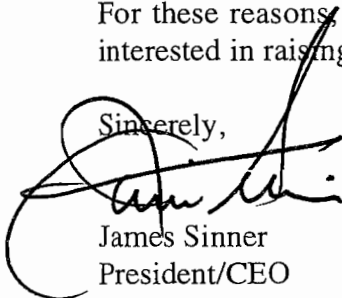
I want to let you know that the hardwork of Kearns & Associates during the past year has been sincerely appreciated. Our "Building for the Next Generation Campaign" is winding down and I am happy to say we have surpassed our campaign goal and are at \$1.3 million and climbing. This is a significant accomplishment for a small community hospital in a rural county.

It has been the fund-raising program of Kearns & Associates that has made this capital campaign so successful. Starting with the feasibility study through the closing stages of the campaign, your detailed plan played a vital role in our success. I was pleased with the training meetings that you conducted for our boards, employees, staff and other volunteers. Also, the materials provided in conjunction with the campaign were very professional and clearly told the story of our campaign. Even after the completion of our contract, your company remained on site providing daily service and advice. Your follow through and fund-raising counsel has been excellent. This is a credit to your company and the director of the campaign Mr. Michael Kearns.

I was extremely pleased with his work ethic and diligence throughout the capital campaign. His positive attitude was contagious and his pleasant demeanor kept everyone at ease. He was a problem solver in difficult situations and his knowledge of the renovation project was evident in the many presentations he was part of throughout the campaign. Michael remained accessible and has done a remarkable job keeping everyone focused on our fund-raising objective.

It was great to have Kearns & Association as part of the Medina Hospital family. I realize that this thank you is a small reward for your company's diligent work. However, the accomplishments of the past year would not be possible without your firms leadership. For these reasons, I am happy to recommend Kearns & Associates to any organization interested in raising funds.

Sincerely,



James Sinner  
President/CEO