



St. James Church

27 Allen Street, Jamestown, New York 14701-6687

(716) 487-0125

December 29, 1994

Mr. John J. Kearns
Kearns & Associates
Ellicott Square Building, Suite 947
Buffalo, New York 14203

Dear Jack,

As you now know, I do not enjoy fund drives. Nor did our parish council even want to hire someone to manage one. After two recent attempts "doing it ourselves" to raise \$75,000 for our 75th anniversary in 1985 and \$78,000 for a new organ two years ago - both efforts falling short - our parish council finally agreed to try a professional.

Talking to you a year ago, the parish council and myself were quite skeptical when you set a realistic goal for our parish's vestibule expansion drive at \$400,000 with the help of 100 parish volunteers. "We'll never make it!" was the consensus.

Well, here we are, one year later, having accomplished our drive and having surpassed our goal of \$400,000 by over \$5000 and with new pledges coming in every day. Not only that, over 120 volunteers surfaced.

Our parish council and I now have no reservations about the expertise needed from the professional in fund raising. Also, I have no hesitation to recommend your services to any parish or institution contemplating a major fund drive. Your total dedication and concern, your warm and sincere approach, your reliability and follow-through all made this campaign a pleasure with the minimum worry and effort on my part.

Jack, we thank you for your faith and support. We all know now that without you we could not have accomplished this goal. You more than live up to your promises. I would freely and strongly recommend you and your firm to any pastor or organization. May God continue to bless your efforts and make 1995 a banner year.

Sincerely in Christ,

Rev. Msgr. Antoine P. Attea
Pastor