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April 29, 2004

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

RE: Fundraising Services

Dear Jack:

I wanted to take this opportunity to express my sincere appreciation for the guidance and leadership Bill Grant of Kearns & Associates ("Kearns") provided St. John Neumann Church in their building fund project. As chairman of the Building Committee, the Committee and I had the task of deciding and choosing a company that would help St. John Neumann to accomplish our fundraising goals for the expansion of our education building. Kearns & Associates have proven to be a wise and cost effective choice.

As you know, prior to the hiring of Kearns, we had spent over a year raising funds for our building project. We were concerned about having to go back to our parishioners for a second pledge. Fortunately, through Bill Grant's leadership and direction and the efforts of Kearns' professional staff, we were able to raise over \$600,000 in the second phase of our building campaign. Also I was impressed by the fact that no task was too large or too small for Bill Grant or the Kearns staff to tackle. Another positive aspect of the project was Kearns ability to recruit volunteers and conduct meetings that made people comfortable and enthusiastic about the fundraising process.

On behalf of the Building Committee at St. John Neumann Church I want to thank Bill Grant and the Kearns staff for all their efforts in making this project a true success. I would be more than happy to refer anyone looking to raise funds through the integrity and dignity that Kearns and Bill Grant exemplifies.

Sincerely,



Bradley J. Franc

BJF/msg