



St. Luke Church

To Whom It May Concern:

June 2, 2000

Kearns and Associates have recently completed a fund drive here at St. Luke Church. We were delighted with the results and pleased with the over-all development and supervision of the campaign. Our goal was \$500,000.00 and we exceeded that by approximately \$30,000.00. The results were especially pleasing because the major portion of the money raised was to pay off Diocesan assessment arrears, which is never an easy campaign to promote.

Kearns had a person on sight for several weeks which was especially important to us. The regular staff had neither the time nor the expertise to carry off such a major fund-raiser. The Kearns representative was very competent and worked well with the St. Luke Staff.

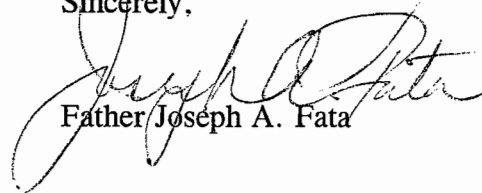
Furthermore, Kearns was right on target when it came to how much we could hope to raise, how many parishioners would participate, and what we needed to include to encourage a response from the people.

St. Luke is not a wealthy parish. We had only 3 contributions that were in the \$10,000.00 range and none in the \$50,000.00+ range. This makes the final result even more appealing.

Currently, the pledges are being paid faithfully and we hope to have actually collected the \$500,000.00 in less than the 3 year pledge period.

I would be happy to provide any further information that you may find helpful.

Sincerely,



Father Joseph A. Fata