

**ST. MARTIN'S CHURCH**  
1140 Abbott Road  
Buffalo, New York 14220  
(716) 823-7077

LETTER OF REFERENCE FOR THE KEARNS ASSOCIATES COMPANY

St. Martin of Tours Parish is a middle income parish. Over the years there have been some interesting demographic changes so that at present there seems to be three main groups in our parish. The first is an ever dwindling middle age and middle income group. A large group is made up of senior citizens on a fixed income. The other new component is of young struggling families where both parents often have to work.

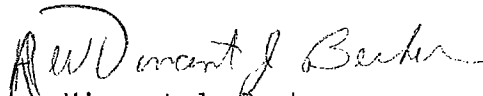
The demographic changes are such that in the '60's there were over 1,000 children in the school. By the mid 80's there were less than one third of that number. The financial strain was such that one section of the school was closed down and fell into serious disrepair. Because of the scarcity of money, capital improvements needed on the church, built in 1958, were also delayed.

I became pastor of this parish in June of 1995. I was immediately approached about rehabing the south wing of the school and making the necessary improvements on the church. After contacting several companies and exploring several options, the Ad Hoc Committee and I decided to address our serious capital needs problems by hiring the Kearns Associates Company to do a Restoration Drive.

Generally, I would never begin such a vast campaign so early in my pastorate, but we felt it necessary while there was such strong interest and the need was viewed as overwhelming. Mr. Jack Kearns began a low key process to lay out a plan and recruit volunteer workers. We had a tight time line and decided to complete the official campaign before Christmas. Our home visitations took place during a very cold and snowy time. With all these negatives against us, Mr. Kearns calmly and gently led our volunteer team and parish to a victorious goal of \$525,000, exceeding our goal by \$25,000. Need I say that "unbelievers" as well as believers were impressed?

I present this letter in support of Kearns Associates because I feel that Mr. Kearns used a very dignified and christian approach to help us reach our pastoral goals. He used a method of approaching our people that was in conformity with the way we felt we should be asking the people for their support.

I would be available to answer questions about the process and personal qualifications (716) 823-7077.

  
Rev. Vincent J. Becker  
Pastor  
February 15, 1996