

ST. MARY OF THE LAKE CHURCH
S-4737 LAKE SHORE ROAD
HAMBURG, NEW YORK 14075

February 22, 1995

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

Dear Jack,

On behalf of this parish community and our New Church Building Committee, I wish to express my complete satisfaction with the fund raising campaign which you conducted for our new church building.

To this date, we have pledges of over \$1,100,000 with \$280,000 already received and there is every expectation that the final amount pledged will be significantly higher. As this represents almost four times our offertory collection, the campaign has been very successful.

There are more important ways of measuring success. From the beginning, it was important to our parish community that the fund raising reflect the fact that we are a Christian community. Therefore, it was important that the campaign be consistent with the sacrificial giving approach which the parish had adopted. We wanted to avoid any fund raising gimmicks or high pressure tactics. We found your approach to be Christian, personal, low key and yet successful.

We also appreciated the fact that we felt free to call on you well before and well after the campaign itself. I am sure that the fact that you were based in the Buffalo area and knew our area well were factors. But we felt that this availability above and beyond the strict limits of the campaign contract were reflective of your approach, regardless of location.

I would be very happy to recommend your firm to any other church or group planning a fund raising drive. In fact, I have already had the opportunity to recommend your services to other pastors who have been asking about our campaign.

Sincerely,



Rev. Jerome Sullivan
Pastor