



*Saint
Matthew*
in the Woods Church

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April 26, 2004

Mr. Jack Kearns
3959 North Buffalo Road
Orchard Park, NY 14127

Dear Jack,

I am writing to thank you, Bill Grant and the people of Kearns & Associates for the very successful building campaign at St. Cyprian and St. Matthew in the Woods Parishes. Our project was a rather complicated one, trying to merge two small parishes into one by selling five different pieces of property, finding a mutually agreeable site on which to build a new parish complex, and trying to raise the additional monies needed to finance a three million dollar venture. Our hope was to raise one million dollars in this building campaign. In a few short months we were able to raise over \$900,000 in pledges and over \$100,000 in in-kind services.

The success of this campaign was in great part due to the excellent work of Bill Grant and the assistance provided to him by you and the people of Kearns & Associates. Bill was always very sensitive to the fact that we were bringing together people from two different parishes. This meant a great deal of flexibility on his part in planning and running the campaign. Bill's help in preparing the recruitment talk and the recruitment Sunday made it more successful than we had thought possible. Bill's openness to answering questions and helping the volunteers made everyone feel more comfortable about the work they were being asked to do. Bill's organization and implementation of this campaign helped to draw our two parishes closer together.

Bill's work in coordinating this campaign was always very professional. He worked well with our parish staff, helped to design a great brochure for our project, developed a follow-up mailing based on the same design, but tailored to the needs of the group being addressed, and produced weekly bulletin inserts that kept people informed during the entire process.

Bill worked very closely with the campaign chairpersons and me. Bill made sure the chairpersons were well informed of the agenda for each week and helped to run the weekly report meetings. Bill helped us to establish a fund for gifts of stock as well as advising us on how to solidify in-kind gift offers. Bill helped me in making home-visits to a number of our parishioners prior to the start of our campaign. Bill's professionalism and experience helped to make this a very non-threatening and even enjoyable experience. Bill's comfort in making these visits enabled me to be more relaxed.

Having been through a poorly run capital campaign, I was able to see how the program put on by Kearns & Associates was tailored to the real needs of our parishes. On behalf of the St. Cyprian and St. Matthew in the Woods parish family, I would like to thank you for everything you have done for us. We hope that you and Bill will be able to join us on that joyful day when our hopes and dreams for a new parish complex come true.

In the Peace of Christ,

Rev. Thomas J. Whitman
Pastor