

Saint Noel Church

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January 28, 2002

Mr. Jack Kearns
Kearns & Associates
3959 North Buffalo Rd
Orchard Park, New York 14127

To Whom It May Concern:

I am writing to express my complete satisfaction with the fundraising services provided by Kearns and Associates during our recent capital campaign. As of today we have raised over \$2.6 million dollars in pledges which is more than three and a half times our annual offertory collection.

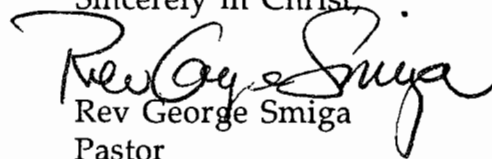
When our parish decided to begin a capital campaign to support the expansion of our church and the construction of an educational and office wing, we considered several fundraising companies. It quickly became clear that the programs of most companies could be effective but the crucial component was the quality of the on-site person.

It was this insight which led us to choose Kearns. Because they are a small company, it was possible for Jack Kearns to serve as our on-site consultant. Jack has been in parish fundraising for 15 years and provided us with great insight both before and during the campaign. Right from the start his careful study and analysis of our situation was a great first step. His projections on what the parish could raise were right on target.

When Jack was on site, he was productive and courteous to our staff who shared limited space with him as they continued to carry out their pastoral work. When he was not on site, Jack was always accessible to me by phone. His follow through on what he promised was exemplary. When there were special needs, he was willing and able to adapt his program to the circumstances of our parish. When the September 11th attacks occurred just before the start of our campaign, his experience was invaluable in making decisions which led us to a successful fundraising outcome. As someone who had no previous experience with fundraising, I found Jack to be an invaluable consultant and colleague.

I highly recommend the services of his firm and would be pleased to answer any further questions you may have regarding the success of our relationship.

Sincerely in Christ,


Rev George Smiga
Pastor