

SAINT PAUL'S CHURCH

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December 14, 1993

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

Dear Jack,

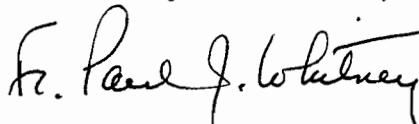
There are many tensions in the art of shepherding in the life of the church today. Not least among which is the burden of meeting the fiscal demands of a parish when issues facing the faithful are so demanding and challenging. Jack, you have lifted one of those burdens from our shoulders. You mentored a magnificently helpful drive at St. Paul's and made it so easy for us.

From our first meetings a year ago you answered all questions patiently and gently for all of us - Parish Council, Finance Committee, Staff and many doubters. You helped set a realistic goal of \$500,000.00 and helped us call forth nearly 300 volunteers, prepared them and steadily led us to collect an amazing total of over \$630,000.00. We are still amazed at this total during the fall of 1993 when every economic indicator was negative. Thank you seems less than adequate but we and especially I are very thankful to you and your company.

I have no reservation or hesitation to recommend your services to any parish or institution thinking of a capital funds drive. Your sense of Buffalo is most important among your incites to run a successful drive. I admired how you prepared and read the parish before we started this drive and ultimately your honest and clear presentation to the parish volunteers that whet their enthusiasm to contribute and participate in this effort. It was professionally and proficiently done.

And so, Jack, with my gratitude goes my very strong recommendation of your service and reliability. You more than live up to what you promise. Thank you for giving another pastor a break and much needed help and support. May God continue to bless your efforts among God's people.

Sincerely in Christ,



Rev. Msgr. Paul J. Whitney
Pastor