



**St. Teresa's
Catholic Church**

1974 Seneca Street
Buffalo, NY 14210-2368
716-822-0608

January 9, 2002

Mr. John Kearns, President
Kearns & Associates
3959 North Buffalo Road
Orchard Park, New York 14127

Dear Jack:

I write to say Thank You for the tremendous assistance which Kearns & Associates gave us during our recent Parish Buildings Restoration Campaign. You previously conducted our Campaign for the Church Restoration eleven years ago, and then the Increased Offertory Campaign six years ago. I attribute the success in all these campaigns to the "quiet confidence" which you and your staff possessed, and which you were able to instill in our parish volunteer workers.

In this most recent campaign we were raising funds for roofs, gutters, downspouts, windows, etc. This is much more difficult than raising money for the church building itself. However, we were able to be successful because of the directions you gave to the campaign, the materials you produced for us, and the realistic goal which your analysis told us we could achieve.

I want to say a special word of thanks for your assigning Michael Kearns as our campaign director. He was great! Michael was always up-beat, on task, pleasant to deal with, and very professional. He knew how to work out details and solve problems, and yet always kept the big picture in mind. If we ever have another campaign, I will be asking you to assign Michael to us.

In the past I have recommended Kearns & Associate to other pastors. I shall continue to make this positive recommendation to any other parishes or organizations who are seeking to raise funds.

Best wishes to you and to all those who work with you.

Yours truly,

(Rev.) S. Theodore Berg, Pastor