

Trocaire College

June 5, 2006

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

Dear Jack:

I want you to know how pleased I am that Trocaire College had the opportunity to work with Kearns & Associates as our fundraising counsel for both our feasibility study and *Inspire Hope* Capital Campaign.

From day one I was impressed with your approach and the manner in which you organized our campaign, and strategically laid out each step. As the Chief Development Officer for Trocaire College, I found your expertise the critical ingredient in our success.

As with any capital campaign, the *Inspire Hope* Capital Campaign had its challenges. Under your leadership, we were able to work through each challenge on our way to outstanding results. Even with ambitious goals to begin with, we were able to reach far beyond those goals. With a goal of \$1.5 million, we have now reached \$3.2 million. This speaks volumes to your knowledge, foresight and ability to execute in a professional and tactful manner.

It is without any reservations that I would recommend Kearns & Associates to anyone considering a feasibility study or capital campaign. These results are a testimonial to your uncompromising ability to reach an institution's fullest fundraising potential.

Sincerely,



John A. Vecchio, M.B. A.
Executive Director of
Institutional Advancement