

St. Francis of Assisi Parish
1031 Chenango Street
Binghamton, NY 13901

February 10, 2021

Mr. Jack Kearns
President
John Kearns & Associates
3959 North Buffalo Rd
Orchard Park, 14127

Dear Jack,

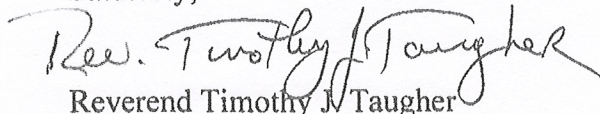
I am writing to thank you for your firm's outstanding leadership while conducting our Parish Restoration Campaign under very trying circumstances. Despite stay-at-home orders and an economic shutdown due to COVID-19, John Kearns & Associates was able to successfully direct our campaign around many of these obstacles.

When we kicked off the public phase of our capital campaign on March 15, 2020 we could never imagine what was coming next. Despite what we were faced with, we put our trust and faith in John Kearns & Associates. We trusted that your firm had the insight to tactfully reach out to our parishioners with sensitivity and empathy. We also trusted that your experience and knowledge from previous campaigns would help determine how parishioners would respond during this crisis. We found that your level of knowledge and sophistication is very rare, and this proved to be invaluable throughout our campaign.

I was also encouraged by our parishioner's acceptance of your campaign approach. Not only did we surpass our \$500,000 goal, but we also exceeded the expectations of many who know our parish well. The Parish Community of St. Francis of Assisi has truly benefited from your guidance, encouragement and presence. You were always there when we needed you and you worked very well with our staff and volunteers.

There is no doubt that our campaign achieved success on so many levels because of the knowledge and professionalism of your firm. In closing, I am pleased to enthusiastically recommend John Kearns & Associates to anyone who is in need of raising funds.

Sincerely,


Reverend Timothy J. Taugher
Pastor