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May 1, 2020

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

Dear Jack,

I wish to express my most sincere appreciation for your important role in advancing the caring mission of the Brothers of Mercy! Your outstanding guidance during our *"The Legacy Continues with You"* campaign is greatly appreciated.

We have seen immeasurable value of hiring a firm with over thirty years of successful fundraising experience. Your understanding of Catholic organizations was apparent from the start and by customizing our campaign plan you set us up for great success. We were able to exceed our \$3 million goal and the campus expansion is nearly complete.

Retaining John Kearns & Associates has proven to be a wise choice. They were the perfect partner in helping the Brothers of Mercy take on the largest fundraising campaign in the ninety-five year history. Through a well thought strategy and strong preparation we have been able to motivate donors to support the campaign at record levels- even during difficult times.

It is not often that we can take on a project of this magnitude and have only positive comments from all those involved. Furthermore, this experience provided the education and training for our development dept. Though the campaign ended in 2019, we are benefitting today in ways we never thought possible due to all the extra time and coaching Mr. Kearns provided.

I am pleased to recommend John Kearns & Associates to any organization considering fundraising counsel.

Sincerely,

Nancy J. Gugino
Executive Director
Brothers of Mercy Foundation