



Church of the Nativity of the Blessed Virgin Mary

152 Main Street ↗ Brockport, New York 14420

Telephone 585-637-4500

Fax 585-637-4232

June 2018

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

Dear Jack:

On behalf of Nativity of the Blessed Virgin Mary Parish, thanks to you and your staff for guiding Nativity through a very successful New Parish Center Campaign. With just 600 families, we raised close to \$1.6 million on an initial goal of \$1.2 million and these results were far beyond everyone's expectations.

Although I've been ordained over 40 years, this was my first capital campaign and I never had to go through this level of fundraising before. But the training and advice that we received from Kearns & Associates helped us immensely and contributed directly to our success. We always felt we were working together with you as a team. In addition to the daily help provided by Bill Hogan, our full-time director, we also received outstanding support from you as president of the firm and your entire executive team.

We are also grateful for the way your firm was able to handle all of the day-to-day activities along with designing campaign materials, supervising mailings, responding to questions, creating correspondents, etc. This provided for a smooth flow of weekly activity and was most appreciated by our parish staff. Bill was so easy to work with and always kept in mind Nativity, our needs and ways of doing things. It was a joy to have him here, beyond the success of the campaign.

Partnering with Kearns & Associates allowed us to achieve a level of success that would have been impossible on our own or, I think, with any other firm. Your company understands the dynamics of parish life and provided me with a plan that did not take away from my commitments as pastor. I highly recommend Kearns & Associates to any parish or organization seeking fundraising guidance or a capital campaign.

Sincerely,

Father Joe McCaffrey

Pastor