



IMMACULATE CONCEPTION PARISH

400 Salt Springs Street
Fayetteville, New York 13066-2299
315-637-9846
icparish@twcny.rr.com
www.ic-parish.com

September 10, 2015

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

Dear Jack,

My sincere gratitude to you and your staff for your assistance, guidance and support during our recent Capital Campaign. I initially thought that our goal of \$3 million for renovations to our Church, school, and 40 acre campus seemed very lofty. However, under the very skillful guidance of our overall Campaign Director, Patrick Martino, and with your personal guidance at the Leadership Level, that goal was exceeded. As we conclude the campaign, we have pledges and gifts totaling \$4.5 million! These results far exceeded everyone's expectations.

While we were obviously concerned with the idea of raising \$3 million, we were soon put to ease because of Patrick's exceptional knowledge of Church fundraising and his approachable manner. Patrick was very easy to work with and gave 110% to our campaign efforts. Our parish team was very pleased with the high level of organization and communication that was provided, both on a professional and personal level. I was also pleased by comments from numerous parishioners throughout the campaign who expressed their confidence in the program which was challenging, but not demanding, and the high level of organization and professionalism from your firm.

Although we considered various professional firms to assist in our efforts, *John Kearns & Associates* stood out to us as the most qualified due to your strong references and twenty-five year track record of success with other Catholic parishes. Clearly, we made the right decision. Not only did we raise much more than we thought possible, the support from you and Patrick greatly reduced the anticipated stress and workload on our staff. The attitude and demeanor that both of you possess provided us with a confidence to take on such a significant undertaking.

One of the pleasant surprises of the campaign is how we grew as a parish community. There was a true sense of evangelization and ministry involved that did not go unnoticed. Our door-to-door effort assisted us in responding to a number of pastoral needs that may have gone unnoticed.

I am very pleased to highly recommend *John Kearns & Associates*. This has been an extraordinary experience for me, my staff and the entire parish. Please do not hesitate to call me if you have any questions regarding our campaign and the success of our relationship.

Sincerely,

Rev. Thomas J. Ryan, Pastor

TJR/js