



Our Lady of Lourdes † Saint Anne

A CLUSTER OF ROMAN CATHOLIC COMMUNITIES

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

10 September 2020

Dear Jack,

I am pleased to write this letter of recommendation for John Kearns and Associates and to express my complete satisfaction with the services provided by your company. We were well served by you and your team as you guided us through two simultaneous, but separate, capital campaigns—one at Our Lady of Lourdes Church and one at St. Anne Church. You met all of our expectations. In addition to the campaigns being well organized I also appreciated how your firm managed the day-to-day operations of the campaigns while freeing me up to minister as pastor.

Of course raising funds for both capital repairs and operating funds is unique and rather challenging. However, through your careful analysis and study you provided us with the confidence that we could successfully accomplish our goals. Your projections concerning what we could expect to raise were on the mark. We raised just over \$1 million for Our Lady of Lourdes and \$750,000 for St. Anne.

What might have been a difficult task was made relatively easy due to your ability to handle any concern or challenge. Additionally, your expertise in conducting the campaign allowed it to flow smoothly from week to week. There are many moving parts to a capital campaign and you managed them perfectly. I am also grateful that all this was accomplished without interrupting the usual flow of parish business. You had the right tone in approaching our parishioners. You respectfully stated the case for the campaign and appealed to their love for their parish without being aggressive or over-bearing.

In closing, I appreciated your sensible approach to parish fundraising and dedication to our cause. I highly recommend Kearns & Associates to any pastor or parish who is considering your services. All of us at Our Lady of Lourdes & St. Anne thank you for a job well done.

Sincerely,

Rev. Gary Tyman, pastor

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